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THE TIMES

No 64,248

THURSDAY FEBRUARY 6 1992

APPOINTMENTS
Life & Times section
pages 6-17

40p

Five shot dead in betting shop attack

FIVE men were killed and nine wounded yesterday when Loyalist gunmen walked into a Roman Catholic bookmaker's office in Belfast and fired indiscriminately at the customers.

The Ulster Freedom Fighters later admitted that they were responsible for the murders in revenge for the eight Protestant building workers ambushed by the IRA last month. Twenty-six people have now died in sectarian violence in Northern Ireland this year, ten in the past two days.

On Tuesday, a distraught policeman killed three people at the Sinn Féin offices in West Belfast before committing suicide and yesterday morning, an off-duty soldier killed one of four IRA men who had lured him into a trap.

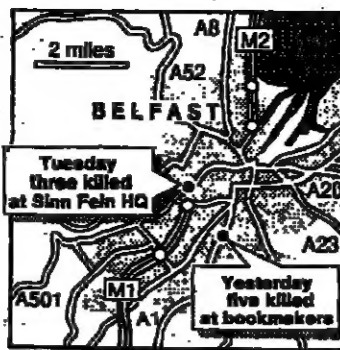
Then at 2.15 yesterday afternoon, two UFF gunmen, armed with a rifle and shotgun, went into the crowded Sean Graham betting shop in Hatfield Street off the Ormeau Road and opened fire

The Ulster Freedom Fighters admitted opening fire indiscriminately in a Belfast betting shop yesterday, saying it was revenge for an IRA attack. **Edward Gorman and Jamie Dethmer report**

without warning. "It was like a butcher's shop: there was blood everywhere," one survivor said. "The place is absolutely riddled with bullets. People were diving for cover, but they just couldn't get out of the way. Nobody stood a chance."

Another survivor said he froze when he heard the shooting, then tried to tend the injured, but one man had already died. Most of the injured, including elderly men and teenagers, were taken to Belfast City Hospital, where three were in a critical condition and three others were described as seriously ill. They were suffering from chest and abdominal injuries as well as gunshot wounds to their arms and legs. Yesterday's killings brought a

wave of revulsion and condemnation by politicians, churchmen and local people stunned by the intensity of the recent violence, which recalls the worst days of the early Seventies. Unionists renewed their calls for interment, while Robin Eames, the Church of Ireland prime, spoke of the "unbridled madness" stalking the streets of Northern Ireland, adding: "If the killing does not stop, everyone will be sucked into the maelstrom of violence." Sir Hugh Annesley, the RUC chief constable, also denounced the shootings as murder madness, but denied Unionist claims that the province was running out of control. He said that his officers were preventing 85 per cent of attempted attacks. "People



are frightened, and have a right to be, and my sympathies are with them," he said. "But the police are not sitting idly by. We are making arrests for crime every day across this province." Dr Patrick Walsh, bishop of Down and Connor, told mourners at a funeral that Belfast was shrouded in gloom, death and despair. Speaking before the UFF attack, he added: "The murderers, the arsonists, the bombers are plaguing us. They are plunging us

more and more into what seems to be a fathomless pit of agonising darkness."

Steve McBride, an Alliance party councillor who arrived at the betting shop five minutes after the gunmen fled, condemned what he described as an appalling act of indiscriminate sectarian violence. This was "an attempt to drag the community into the depths of total despair. The only remedy is for people to stand up and to tell the gunmen and gangsters of all sides to stop now."

Ken Maginnis, the Ulster Unionist Party security spokesman, said Northern Ireland was in a state of virtual anarchy. He recalled that Sir Hugh Annesley had said recently that he was "some way down the road to interment". Mr Maginnis asked: "Just how long is this road?"

Sir Hugh, who visited the scene, insisted that his security policy was effective in dealing with the violence, saying: "It has not been beyond control and it will not get

beyond control. It is serious, this is a very serious murder, but this is not an out-of-control situation. We have here across this province, killers who are being harboured on both sides of this divide. We will follow this enquiry with utter and absolute determination. We must have other people to turn them in.

The shootings yesterday were the work of the Ulster Freedom Fighters, the military wing of the Ulster Defence Association, which has reorganised itself and killed scores of Catholics since many of its leading figures were arrested during the Stevens collusion enquiry of 1989-90. After its gunmen murdered a Catholic taxi driver in Belfast three days ago, it announced that anyone who supported the republican movement in any way — including through the ballot box — would be regarded as a legitimate target.

Conspiracy discounted, page 2

Ashdown admits affair to end spate of rumours

By Robin Oakley, Political Editor

PADDY Ashdown yesterday admitted having a "brief relationship" with his secretary of five years ago, his confession prompted by attempts to sell a stolen document referring to the affair to the *News of the World*.

Within minutes, John Major and Neil Kinnock had rallied to his support, each insisting it was a private matter with no relevance to political battles, while senior Liberal Democrats said there was no question of Mr Ashdown resigning as party leader.

Mr Major telephoned Mr Ashdown before he made his public statement yesterday, and the intervention of the two main party leaders was seen as a move to silence any MPs hoping to capitalise on the disclosure. Politicians in all parties expressed the hope that Mr Ashdown's straightforward admission of the affair, which occurred before he became party leader, would lower the pre-election temperature and lead to fewer smear tactics. Des Wilson,

the Liberal Democrat campaign director, said the question of Mr Ashdown resigning as leader had simply not arisen.

The party headquarters switchboard was deluged with calls of support and even applications to join, in protest at what callers regarded as the latest dirty trick in a grubby election campaign. But the Liberal Democrats did not allege any conspiracy, or suggest that there had been a political motive for the theft of the document from the safe of Mr Ashdown's solicitor.

Last week, the solicitor was granted a court injunction restraining English newspapers from printing stories based on the stolen document, an aide memoir about the relationship recorded by the solicitor in 1990 when it appeared that Mr Ashdown's name might emerge in divorce proceedings involving Tricia Howard, who had been separated from her husband before the affair.

He had intended to go public with the details today after telling his MPs at last night's weekly meeting at Westminster. But he was pushed into earlier action when *The Scotsman*, not covered by the English injunction, broke the story yesterday and other English newspapers gave heavy hints of a scandal about to break. Mr Ashdown and his colleagues found their life was becoming impossible and their election campaign inhibited in coping with enquiries about the story. They decided to move more swiftly.

Few politicians believed yesterday that the Liberal Democrats or Mr Ashdown, who had a majority of 5,700 in Yeovil at the last election, would suffer lasting damage from the affair. Public distaste for an extramarital affair, it was commonly believed, would be balanced by sympathy for his family, particularly his wife of 30 years, Jane, disgust at how the newspapers concerned had gained their information, and the courage of his swift disclosure. But there was some nervousness among Liberal Democrats at the effect on women voters and in sternly moralistic Celtic fringe constituencies.

Mr Ashdown said in his statement yesterday that his affair should have remained "a private and personal matter of concern only to those

involved". He said the stolen document offered by the thief for sale to newspapers contained "information supplied in confidence to my solicitors about a brief relationship which I had five years ago, before the 1987 general election, and well before I became leader of my party."

"When the theft was discovered I was advised and believed that I had every right to defend my privacy. I was further advised that because its circulation arose from a criminal act, the document would be protected by the full force of the law. In those circumstances, my solicitors obtained an injunction preventing its publication."

"However, it is now clear to me that in this pre-election atmosphere, I, my family, my friends and party colleagues, will not be left alone. I have therefore decided to make this personal statement." Refusing to answer questions, and saying he wanted to get back to work, he concluded: "This has been an extremely painful experience. But it is one which all involved, and especially Jane, my family and I have faced together."

Andrew Phillips, the lawyer, said that Ms Howard was "party to Mr Ashdown's decision to make a statement, and has nothing to add to or subtract from it. Ms Howard has asked me to say that she hopes that she will now be left alone to live a normal life free from intolerable pressures and intrusions." She would make a statement today, but answer no questions.

Burglary blamed, page 2
Peter Riddell, page 12
Leading article and letters, page 13



Standing together: Jane and Paddy Ashdown outside their home yesterday after Mr Ashdown had invited the press to meet them

Two survive in air bubble as man dies in lifeboat test

By Matthew D'Ancona

ONE person was killed and another was still missing last night after a lifeboat crashed into the water during official tests on prototype launching gear at Hull. Two other men survived the accident, saved by an air bubble that kept them alive for more than an hour and a half until help could reach them.

The lifeboat, from the Norse, a North Sea Ferries vessel, overturned in King George Dock at about 2pm, trapping the four men testing the new equipment under the supervision of officials from the Department of Transport.

Divers recovered the body of one man. The two known survivors, Christopher Dixon, aged 29, and Brian Birch,

52, were taken to Hull Royal Infirmary suffering from trauma and mild hypothermia.

David Cartledge, the senior registrar at the hospital, said the survivors owed their lives to the air pocket in which they were caught. "The lifeboat appears to have turned over, trapping the crew beneath it. Fortunately there appears to have been an air bubble which allowed both of the men to breathe for a little longer. They appear to have inhaled a small amount of water and are very cold," he said.

Phil Birch, son of one of the survivors, said last night: "My dad clung on to a ledge with his fingertips for an hour and a half. He could feel the

air slowly being used up. He is still very shocked and confused."

Inspector Phil Alderman, of Humberside police, said: "None of the crew were wearing life-jackets when the accident happened. The preliminary investigation suggests that the device used to lower the lifeboat failed, causing the craft to fall into the water upside down."

A spokesman for the transport department said the equipment being tested was a prototype which had not yet been approved. "People can rest assured that no other vessel in Britain has been fitted with it," he said.

Marine accident experts have begun their investigation into the tragedy.

Car prices cleared

Motor manufacturers were cleared of overcharging British customers amid claims that a Monopolies and Mergers Commission inquiry into car prices was "a self-out". Page 17

Keegan post

Kevin Keegan has been appointed manager of Newcastle United in succession to Osvaldo Ardiles. Page 30

Schools league

Local authorities are to publish their own league tables of schools, taking into account pupils' backgrounds. Page 3

Keays admits

Sara Keays accepted in the High Court that she had been too ready to believe Cecil Parkinson's protestations of love. Page 6

Budget backed

Russia's parliament will today challenge attempts by the republic's leaders to soften its austerity budget. Page 7

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Grin and bear it the only prescription for a cold

By Thomson Prentice
Medical Correspondent

BRITONS waste millions of pounds a year on over-the-counter cold and influenza medicines that are little more than glorified painkillers, the Consumers' Association says today.

Some of the ingredients are useless and others can cause side-effects as drowsiness, constipation, insomnia and anxiety, the association's magazine *Which?* reports. "You can't get rid of a cold or flu any quicker by taking drugs than if you braved it out alone. Calling these medicines 'remedies' is something of a misnomer," the report says.

The report calculates that Britons spend more than £50 million a year

on such medicines and says many cold products contain a painkiller, usually paracetamol, which is sometimes the only active ingredient. "It is just as effective, and cheaper, to take a painkiller on its own," *Which?* says.

It cites Beechams Hot Lemon, which contains paracetamol as the only active ingredient, costs 28p per sachet, and £1.66 for the maximum daily dose. Buying a large pharmacy pack of an unbranded painkiller would cost from 1p a tablet and 8p for the daily maximum dose.

"The most straightforward cold medicines are the hot lemon drinks, many of which are simply glorified painkillers. These won't necessarily be more effective at relieving symptoms and will almost certainly cost

more than a standard dose of painkiller."

Many products contain antihistamines to "dry up" a cold but there is no proof that they help a cold and they can cause drowsiness. *Which?* says. Decongestants taken by mouth can for some people increase the risk of insomnia, anxiety and tremors, and are unsuitable for patients with heart conditions, high blood pressure, and diabetes.

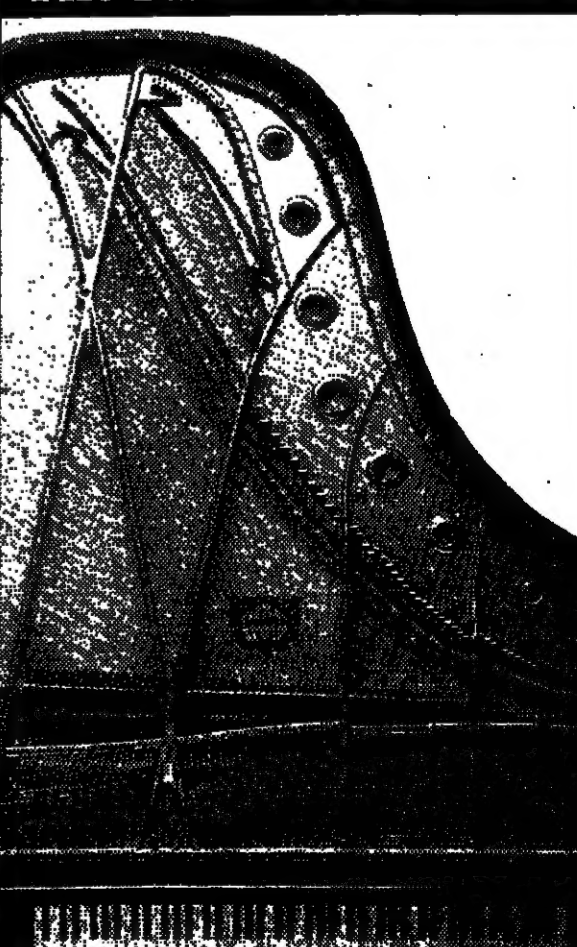
Inhalant hot water vapour is just as effective in relieving congestion, the report says. "An expectorant is supposed to ease the loosening and coughing up of phlegm for a chesty cough, but there is no convincing evidence that they work. Drinking lots of fluid and inhaling hot water

vapour will have as good an expectorant effect as anything you can buy." Suppressants, aimed at easing a dry cough, may cause drowsiness if they contain antihistamines and constipation if they contain codeine.

Among a *Which?* list of combined cold medicines, Beechams Hot Lemon and Lemsip emerge as the most expensive at £1.66 each, calculated on the basis of a maximum daily dose. On the same basis, Beechams Day Nurse, containing a painkiller, a suppressant and a decongestant, is £1.58, and Boots Day Cold Comfort, with similar active ingredients, is £1.54.

The report is based on information from GPs, pharmacists, pharmacologists and medical literature.

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Conspiracy theory discounted after parties report spate of office break-ins around the country

Ashdown theft blamed on chance burglary

BY STEWART TENDLER, CRIME CORRESPONDENT

AN OPPORTUNIST burglar rather than any sinister conspirator was behind the robbery at the offices of Paddy Ashdown's solicitor which led to the disclosure of the politician's affair with his secretary.

The burglary happened on the weekend of January 10-12 at the offices of Bates, Wells and Braithwaite near Smithfield meat market. The firm acts for Mr Ashdown personally and not for the Liberal Democrat party.

The burglar forced a window and got into the two storey offices. Drawers and several safes were searched and, according to police, the thief took £480 in cash and the *aide-memoire* which had been written by Andrew Phillips, one of the firm's partners, after discussions with Mr Ashdown.

The note was placed in a sealed envelope described as "distinctive" by police. Nothing else was taken and the burglar might have overlooked some jewellery.

Office burglaries are not unusual in the City, where there is little domestic property. The area around Smithfield does not suffer badly as other parts of the City which have small, old-fashioned office blocks, such as the roads around Fleet Street and the Temple. Solicitors' offices are burgled mainly for easily removable office equipment such as small computers.

Members of the firm, including Mr Phillips and William Garnett, another partner, said yesterday that the discovery of the *aide-memoire* was nothing more than a freak incident and agreed that the firm was the victim of a burglar with an eye for the main chance.

The break-in is part of a series of incidents including nine involving the offices of Labour MPs or officials, eight burglaries at Liberal Democrat offices around the country and five burglaries at local Conservative offices. Lord Holme of Chel-

tenham, a former president of the Liberals, speculated on whether the burglary and reports of thefts from Labour MPs and Liberal Democrat offices might be part of something sinister.

"One does have to say now that reports of break-ins of a number of Labour MPs and break-ins we have had of our offices round the country combined with this very serious theft makes one wonder if there is not some pattern there rather than random events," he said on BBC radio.

Spokeswomen for the Liberal Democrats and the Conservatives have described the incidents as nothing more than ordinary burglaries inspired by thieves hoping to find office equipment which could be easily removed.

The Labour incidents include three thefts from the office of Jack Cunningham, the party's campaigns director, during which computer records were taken. In another incident, computer records were taken from the office of Marjorie Mowlem, a Labour spokeswoman on City affairs. Other MPs have reported that their computers have been tampered with.

The Liberal Democrats say that over the past eight months the headquarters of their association of local councillors at Hebden Bridge, West Yorkshire, has been burgled three times. There have also been break-ins at constituency offices for Truro, Brecon, Littleborough, and Saddleworth in Greater Manchester, at Bath, and Richmond and Barnes, in London.

The Conservatives have had constituency party offices robbed in the past 18 months in Bath, Leeds, in the North-West and at Streatham and Wimbledon in south London.

Ashdown admission, page 1
Leading article and letters, page 13



Andrew Phillips, Paddy Ashdown's solicitor, issuing copies of a statement to the press yesterday

How Scots law beat gagging writ

BY FRANCES GIBB, LEGAL CORRESPONDENT

THE publication by *The Scotsman* yesterday of Paddy Ashdown's relationship with his secretary is a striking example of how the media can exploit the existence of a different jurisdiction in Scotland to circumvent a "gagging writ".

After the publication in Scotland yesterday, and Mr Ashdown's statement, lawyers had the injunctions binding the English media discharged.

Writs had been obtained by Bates Wells & Braithwaite, Mr Ashdown's lawyers, against News Group Newspapers after learning that the *News of the World* had a copy of a document stolen from its offices. That effectively bound the rest of the press after a ruling during the Spycatcher proceedings said that an injunction binding one newspaper bound all. The injunctions still had to be served on the papers individually, because publication could be defended on the grounds of not being aware of the existence of the injunction, or ignorance of the confidential nature of the document.

William Garnett, of

Bates Wells & Braithwaite, said yesterday that an injunction had not been sought in Scotland because, if the English press had complied with the terms of the injunction, the Scottish press would not have known of the existence of the confidential material or of the injunction. He added that it would not have been possible to obtain an injunction against the Scottish media without some evidence that a Scottish paper intended to publish.

It appeared that the material had been leaked to Scotland via the English media, he said. As a result of the Scottish disclosure, the confidential nature of the material was destroyed.

Andrew Phillips, Mr Ashdown's solicitor, said yesterday that the use of Scotland as a "back door" begged the question of whether the distinct jurisdictions "related to the reality of modern media and journalism within these islands. It makes one think that perhaps there ought to be some reform to bring in some reciprocity on these issues."

Affairs of state end with no great political harm

SADLY but historically, the Liberals have attracted more than their fair share of scandal, proven or otherwise. Dirty tricks were clearly at work when the tabloids floated suggestions in 1987 of an improper association between Sir David Steel, then the party leader, and a woman party worker in Scotland. Sir David won damages of over £100,000, and an apology, from *The Sun* and the *Daily Star*.

His wife, now Lady Steel, said at the time: "If you are in politics you have to expect this sort of thing." In the immediately following election, Sir David's majority in his safe Borders seat went down by only 4.6 per cent, less than the national decline in centre party fortunes.

Jeremy Thorpe, his predecessor as party leader, was crucified on the cross of infamy, although he was never found guilty of any offence, nor even charged with one. His involvement in the Norman Scott case in 1976 was piled on top of his luckless association with a collapsed secondary bank, London and Merchant Securities. His eventual decision to resign was taken

In the wake of the Ashdown disclosure, Alan Hamilton looks back at the effect of politicians' indiscretions

against a background of disastrous municipal election results.

Historians and biographers have mused for a century over Gladstone's true motives for stealing out at night to save fallen women. He suffered not a whit, and even in his 87th year was pronouncing, Thatcher-like, from the back benches, on the conduct of his party.

English morality, like English law, appears to take a dimmer view of offences against property than offences against the person. Lloyd George had a long-standing affair with his secretary Frances Stephenson which did him no great political harm, possibly because he eventually married her. And, of course, Ireland. Brief encounters with secretaries come and go. The elephant trap of Ireland goes

on forever. There is nothing more ridiculous, the historian Lord Macaulay once observed, than the British in a fit of morality. Today's tabloid newspapers are the inheritors of a long tradition of rampant hypocrisy, yet dalliance between a political leader and, as they so fragrantly put it, "a woman who is not his wife", has rarely of itself been the cause of downfall.

No eyelid would have been batted at John Profumo's association with Christine Keeler had not a presumed KGB colonel from the Soviet embassy shared the poolside at Cliveden. But his real crime, and that which pulled the final brick from under a tired and tottering 12-year-old Tory administration, was his blatant denial of any liaison to the Commons.

Post-war Labour governments have endured much innuendo, but not much fatal sexual scandal. Mrs Thatcher appeared to take sexual indiscretion around her cabinet table in her stride, meeting out only a token spell in the wilderness to the offender. Perhaps women are better able to see these matters in a wider context.

Muscular dystrophy 'fault' identified

The genetic fault responsible for the commonest cause of adult muscular dystrophy has been identified (Nigel Hawkes writes).

Teams from Britain, The Netherlands, Sweden and America report in *Nature* that they have found the region of DNA responsible for myotonic dystrophy, which is believed to affect about one person in 7,500.

Keith Johnson, of Charing Cross hospital, London, and Duncan Shaw, of the University of Wales College of Medicine in Cardiff, report that in 90 per cent of those affected by the disease, a larger than normal DNA fragment can be isolated from the region of chromosome 19 known to hold the fault. The size of this fragment increases from one generation to the next, in parallel with increasing severity of the disease.

The next step, according to the Muscular Dystrophy Group which has helped to finance the research, will be to study the gene and establish the protein which it should be producing — the lack of which is assumed to be responsible for the symptoms of the disease. The prospects for drug or gene therapy would then become brighter.

First novels deal attacked

The chairman of the Dillons bookshop chain yesterday attacked deals which several publishers have made with W.H. Smith to publish first novels in paperback.

Terry Maher said that while it was true that a new novel would be counted a success if it sold as many as 1,000 copies in hardback, that was because artificially high prices protected by the net book agreement inhibited serious marketing. He predicted that the W.H. Smith initiative would fail.

Hardback threat, L&T section, page 1

Mother and son found dead

A man found battered to death is believed to have been killed by his mother before she took her own life. The bodies of Ward Brooks, aged 28, and his mother Sheila, aged 52, were found at a house in Carluke, Strathclyde, on Tuesday night. He had been severely beaten.

Mr Brooks' wife Carolyn said that since their separation last February he had spent most of the year living with his mother. "As far as I know there was no problem between him and his mum." Post mortem examinations were carried out yesterday.

Kidnapper 'used same hideout'

BY PETER DAVENPORT AND CRAIG SETON

POLICE believe that the kidnapped Birmingham estate agent Stephanie Slater was held at the same place where Julie Dart was kept, and probably killed, after her abduction in Leeds last year.

Detective Chief Inspector John O'Sullivan of West Yorkshire police confirmed this last night. He said that police were checking all types of accommodation to try to find the location which may provide vital clues about the wanted man.

Mr O'Sullivan said that it was unlikely that after Miss Dart's murder he would have travelled far with her body in the boot of his car and his hideaway may well be in South Yorkshire or closer to Grantham, Lincolnshire, near where she was dumped.

Police were sifting through information from more than 3,000 telephone calls yesterday after the publication of an artist's impression of their quarry. Their first task was to establish if any of the possible identities passed on by callers have already figured in the large data-base of intelligence which has been built up in the search for the killer of the Leeds 18-year-old. If so they would have a prime suspect on their hands.

Senior officers said they were delighted at the public response and all information would be treated seriously. The calls ranged from suggested identities for the man to people who believe they may have seen him during his preparations to kidnap Miss Slater. One caller claimed to have spotted the man on a possible reconnaissance mission of the route for the ransom money.

Many callers gave information about the train motif seen on the breast pocket of the kidnapper's jacket, which police regard as a vital clue.

TSW franchise appeal dismissed

BY MELINDA WITTSTOCK, MEDIA CORRESPONDENT

TELEVISION South West's legal challenge to the Independent Television Commission's decision to award its licence to a lower cash bidder was turned down yesterday.

The Court of Appeal upheld by a 2-1 majority the ITC's rejection of TSW's £16.1 million bid in favour of Westcountry Television's £7.8 million offer on the basis that the ITC had acted within the law. But Lord Donaldson of Lynton, Master of the Rolls, dissenting, argued that there were reasonable grounds for considering that the ITC had not given TSW's bid a fair hearing.

TSW had argued during the judicial review that the ITC's decision had been unfair and irrational. The ITC had said that TSW's bid was too high to ensure that its programme obligations would be met.

Dismissing the company's case, Lord Justice Nolan said: "The judgment of the ITC may be right or wrong, but it is fully explained and it is plainly one which the ITC was entitled to make."

Harry Turner, TSW's managing director, said he was extremely disappointed by

the ruling. The company will decide whether to appeal to the House of Lords at a board meeting today.

George Russell, chairman of the ITC, welcomed the decision as an important precedent for regulatory bodies. "Our work has been under the most intense scrutiny. As was said, the ITC did play by the rules, and I am delighted that the professionalism and thoroughness of that work has been underlined by this positive outcome."

Westcountry Television said: "We are looking forward to continuing our plans to implement a quality service for viewers in the West Country without further distraction."

This is not the first time that Lord Donaldson has found himself out on a limb (Frances Gibb writes).

In 1988, when the Court of Appeal held that newspapers were free to publish the contents of Peter Wright's book, *Spycatcher*, Lord Donaldson dissented from a decision by the court that *The Sunday Times* should not be banned from continuing with its serialisation of the book.



Pools winner: Joyce Beynon with Adam Faith the actor yesterday after receiving a cheque for £2,027,493.40 from Littlewoods Pools. Mrs Beynon, aged 62, of Upper Church Village, Mid-Glamorgan, won the second highest pools payout with a stake of 54p. "I've spent years counting the pennies and only recently we've been turning off the central heating because we were worried how high the gas bill might be," she said. "My one ambition has always been to go on a cruise holiday, so that's close to the top of the shopping list, but top of the list is a new bungalow." Mrs Beynon received the cheque at the Royal Mint, Llantrisant, near her home, and she was shown what her winnings looked like in newly minted £1 coins

Labour and SNP declare total war

BY KERRY GILL

OUTRIGHT political war has broken out between Labour and the Scottish National Party yesterday with both hurling a string of accusations at the other, leaving the Conservatives a moment of respite in which to lick their wounds.

The Tories' tactic of polarising the constitutional argument between independence and the status quo, appears to be paying off. The fight is now between Labour and the nationalists to attract voters to either devolution or a break with the union. Support for the Tories has solidified, showing a modest rise in their popularity to 23 per cent.

Donald Dewar, Labour's Scottish affairs spokesman, began his party's attack on the SNP yesterday, accusing it of peddling "the most blatant form of fraud" and shamelessly manufacturing evidence to back its call for an independent nation.

"The myth that a separate Scotland would suddenly become a land of conspicuous affluence can only be supported by false figures, doubtful statistics and selective quotes," he said. Labour pub-

lished a document entitled *Nailing the nationalist lie*, in which the party sought to destroy the nationalists' economic argument for independence.

Mr Dewar said that the slick assumption that everyone would be better off in a separate Scotland was insulting. "We have 8.9 per cent of UK population, 8.3 per cent of the tax paying units and contribute only 7.5 per cent of income tax receipts. It is a pattern repeated across the fiscal range. Put at its best there is no certainty that we would be able to maintain the level of public services and the infrastructure which Scotland needs."

Alex Salmond, the SNP leader, told his MPs in London: "The last few days have seen a level of hysteria from the SNP's opponents unparalleled since the 1970s. Every smear in the book has been wheeled out to rubbish Scotland, to denigrate our people and to tell us that we are not capable of standing on our own two feet." He accused Labour of recycling Tory lies.

Political notebook, page 4

Funeral directors accused of 'hiding' cost of coffins

BY PETER VICTOR

THE cost of funerals can vary from £269 for a basic service with simple coffin to as much as £725, according to a Consumers' Association survey of 100 funeral directors.

Most charged between £400 and £600. Many did not produce a breakdown of prices and the association said that there seemed to be no good reason why some could provide a service so much more cheaply.

Funerals with a veneered coffin and a limousine for mourners ranged between £360 and £890. Such wide variations were unlikely in one area, the association said, but in any one region

they could differ by £100 or more. "Funeral directors should be required to give clearly itemised estimates and bills," *Which?* magazine said. Only one in three gave the association a breakdown of charges. More than half the firms in the nationwide survey hid the cost of the coffin even though it was usually the most expensive item. The association said that the National Association of Funeral Directors' code of practice needed to be improved and more stringently monitored.

Wally Parson, chairman of the funeral directors' association, said that it was difficult to compare different costs. "Even with basic packages, some funeral directors will provide more

than others," he said. "There are going to be price variations."

He pointed to another survey yesterday of 2,500 people who had arranged funerals in 1990 or 1991, in which 96 per cent said that they were satisfied with their funeral director. The survey, for Chosen Heritage, an advance payment funeral company, said that 58 per cent thought they had received good value for money, while only 2 per cent thought it poor.

The same survey found that 73 per cent believed that funerals were expensive. Figures in a previous survey for the company recorded an average cost in England and Wales of £965.71, an increase of 11.3 per cent over 1990.

Funeral director's charges:	
Funeral director's services (inc making all necessary arrangements, providing staff, use of funeral home facilities etc)	214
Mid-range, medium quality veneered coffin	209
Hearse	58
One limousine	50
Embalming/hygienic treatment	34
Moving deceased to funeral director's premises	40
Payments made by funeral director on customer's behalf:	
Cremation fees	222
Director's fees	57
Minister's fees	38
Total	920

Figures are averages found in survey. They should be used only as rough guide. Source: Which?

Case resumes

Allison Halford, assistant chief constable of Merseyside and Britain's highest ranking police woman, yesterday resumed her action at a Manchester industrial tribunal in which she alleges sexual discrimination. Miss Halford, aged 51, who is suspended on separate disciplinary charges, says she has been repeatedly passed over for further promotion because she is a woman.

Tennis enquiry

The environment secretary has called a public enquiry into plans by Warwick district council to demolish what are believed to be the world's oldest lawn tennis courts, in Victoria Park, Leamington Spa, and replace them with a £1.2 million indoor bowls arena.

Town halls publish 'truer' league tables for schools

BY JOHN O'LEARY
HIGHER EDUCATION CORRESPONDENT

LOCAL authorities are to publish their own league tables of schools, taking into account the background of pupils, after learning that the government's rankings would misrepresent the performance of up to a quarter of schools.

An analysis of six London boroughs' results by researchers at the London School of Economics and the London University Institute of Education showed dramatic changes in some schools' ranking when social factors and pupils' previous test scores were taken into account. Desmond Nuttall, who led the research team, said yesterday: "Our method will never be perfect, but for my money it is a distinct improvement on 'raw' league tables."

The Association of Metropolitan Authorities, which commissioned the research, is asking its 67 members to publish their own "value added" tables next year.

Stephen Byers, who chairs the association's education committee, has written to Kenneth Clarke, the education secretary, urging him to incorporate the researchers' methods into the schools legislation now before Parlia-

ment. Local authorities and teachers' unions have been pressing the government for more sophisticated rankings, but Mr Clarke has insisted that parents will make their own adjustments for a school's intake.

Yesterday's report will fuel the controversy, as well as renewing the debate on selective education, because it shows that pupils' academic ability at entry is a much more important indicator of examination success than a school's ethnic or social mix.

A quarter of the schools in the research project moved significantly up or down the rankings when "value added" was assessed, and some were shown to do particularly well with particular types of pupil. One school jumped from near bottom to seventh position out of 42 schools when its progress with a lower ability intake was examined.

The report was based on the results of 4,633 pupils at 59 schools in the London boroughs of Camden, Islington, Greenwich, Hackney, Wandsworth and Lewisham in 1990. None is expected to publish the results.

Last night the Assistant Masters and Mistresses Association welcomed the report as further evidence that examination-based tables were unfair.

□ The Liberal Democrats yesterday launched the first part of their election campaign on education with a commitment to double the number of university and college students by the end of the decade.

Matthew Taylor, the party's education spokesman, said that higher education would have first call on the extra £1.95 billion the Liberal Democrats have promised for education. The money would be raised by increasing income tax by a penny, if necessary. A new policy document, *Learning is for life*, committed the Liberal Democrats to abolishing student loans.

Prices of houses fall 3.6% in year

BY RACHEL KELLY
PROPERTY CORRESPONDENT

HOUSE prices fell by 1.2 per cent in January, the latest Halifax building society house price index shows. It follows a fall of 1.3 per cent in December and means that house prices are now 3.6 per cent lower than a year ago.

"Although there are encouraging signs of an upturn in activity in the housing market in January, this will have little impact on house prices over the next few months," the Halifax said. "House prices should recover during 1992 but, by the end of the year, are likely to be only slightly over current levels."

Prices were falling at a slightly faster rate this month than last month, it said. They were falling at an annual rate of 3.6 per cent, compared with 3.5 per cent in the year to December. The average price of a house now is £66,470, compared with £66,900 a year ago.

The price paid by first-time buyers fell in January by 0.8 per cent, but prices are only 1.6 per cent lower than a year ago. The average price paid by a first-time buyer in January was £48,907.

□ Squatters moved into an office block in central London yesterday to protest against the government's plans to criminalise squatting. Twenty squatters moved into the building in Old Street, owned by Islington council, and plan to stay there until tomorrow.

"We want to highlight the criminal neglect of commercial and residential property in the midst of soaring homelessness," Squatters Action for Secure Homes, a campaigning body set up before Christmas to fight changes in the law on squatting, said.

The squatters are controlling access to the building after changing the lock on an inner door.

Politicians clash on Sinn Fein deaths

BY JAMIE DETTMER

PETER Brooke, the Northern Ireland secretary, and republican politicians clashed yesterday over the lessons to be drawn from the shooting on Tuesday of three Sinn Fein supporters by an off-duty policeman.

Gerry Adams, the Sinn Fein president, produced a suitcase and three spent shotgun cartridges which he claimed had been used in the attack by PC James Moore on the Sinn Fein headquarters in west Belfast. He alleged that the items had been left behind by police when they had finished their preliminary investigation. He implied that the police were less than efficient because the dead were republicans.

"I have to ask you to consider the thoroughness of the police investigation if they can't remove such a large piece of evidence as this," he said.

Mr Brooke defended the Royal Ulster Constabulary and dismissed nationalist and republican claims that senior officers were at fault in releasing on Monday the obviously disturbed PC Moore. He insisted that RUC officers had acted correctly in the way they handled PC Moore after he had been found drunk and had fired shots over the grave of a dead colleague.

"The RUC have standard procedures and they were pursued," Mr Brooke said.

Mr Adams accused the RUC of engaging in a "cynical damage limitation exercise" and said that Tuesday's shooting should be put in the context of the series of recent attacks on Sinn Fein members by Protestant paramilitaries.

His comments are likely to strike a chord with many Roman Catholics in the province following recent evidence of security force collusion in some killings of republicans.

The RUC says that it is receiving little help from Sinn Fein or local people in its investigation of the shooting. Mr Adams said yesterday that as Sinn Fein has no faith in the police it was urging witnesses to the attack to give statements to solicitors rather than the RUC.

Meanwhile, it emerged yesterday that one of the three men killed in the attack, Patrick McBride, was jailed for 12 years in 1977 for a series of arson attacks in Belfast.

Five killed, page 1



An injured man is carried out yesterday after gunmen opened fire at a Belfast betting shop, killing five

No hint of PC's stress says father

THE father of PC Moore said yesterday that his son had shown no signs of anything being wrong when they talked on the telephone 24 hours before he went on the rampage (Jamie Dettmer writes).

Speaking from his home in Ballymena, Co Antrim, Samuel Moore, a justice of the peace, said that he kept in constant touch with his son, aged 24, who rang him every day when on duty. He described him as "a great boy" and added: "We have had a rough time and, in the circumstances, the family do not want to speak about it."

Later, a Church of Ireland rector, the Rev Stewart Lloyd, said that the Moores could not understand what had happened. "He was their only son and they are upset that he took three other lives. It was totally out of character. It makes their grief that much more difficult."

A colleague of PC Moore criticised newspapers yesterday for describing the disturbed constable as a "crazy cop". The officer, who contacted the *Belfast Telegraph* newspaper, described PC Moore as a "sane, sensible adult".

He said that PC Moore had been badly affected by the death of a close friend and colleague, PC Norman Spratt, who was shot dead recently during a domestic row. "Norman's death just sent him over the top."

The officer highlighted the strain of long hours on police in the province and said that PC Moore was extremely hard-working. "He worked 16 to 18 hours a day, five or six days a week. All he did was work, go home to bed, get up and go to work again."

Ambushed soldier kills IRA gunman

BY EDWARD GORMAN, IRELAND CORRESPONDENT

A PART-TIME Ulster Defence Regiment soldier shot dead one of four IRA gunmen who ambushed him yesterday.

Police said that the soldier, who works as a dog warden, was called to a house near the border village of Belleek, Co Fermanagh, at 11.30am to put down a dog. Unknown to him, the house had been taken over by the gunmen who had crossed from the Irish republic on Monday and were holding the 60-year-old owner at gunpoint.

It is not clear when the shooting began but the soldier managed to draw his personal protection weapon — probably a revolver — and in spite of being shot in each leg, managed to shoot dead one of his attackers. He might also have injured a second.

The rest of the gang fled in a car that was later found abandoned near the border.

Irish police patrolling on the other side were alerted by the RUC and two men found hiding in a dyke were arrested.

□ Two Royal Marine commandos were yesterday charged with murdering Fergal Caragher, aged 20, and attempting to murder his brother Micheal, aged 23, while they were driving near their home at Cullyhanna, south Armagh, on December 30, 1990.

Richard Elkington, aged 23, and Andrew Callaghan, aged 20, of 45 Commando Royal Marines, denied the charges. They were remanded in military custody until March 4 by Belfast magistrates' court.

Gulf pilot tells of navigator's death

A PILOT shot down over Iraq during the Gulf war told an inquest yesterday how his friend and navigator was killed when a ground-to-air missile hit the plane.

Flight Lieutenant Rupert Clark, aged 29, was captured when his Tornado crashed behind enemy lines in February last year. His navigator, Flight Lieutenant Stephen Hicks, aged 29, died instantly when a ball-bearing from the missile pierced his heart. An inquest in Oxford into his death was told that their plane was one of eight Tornados and four Buccaneers taking part in a bombing raid.

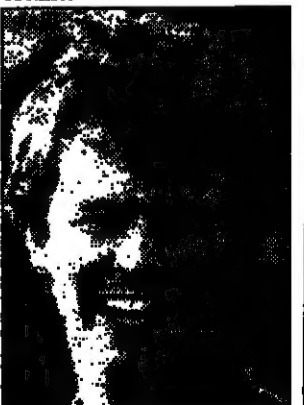
Flight Lieutenant Clark, now stationed at RAF Scampton, Lincolnshire, said: "We had started the attack. Just after one of the bombs had come off the aircraft, we received an alert from a Buccaneer. I remember the exact words were 'Double missile launch over the target'."

"I tried to release the second bomb, and also the fuel tank and other weapons, to make my aircraft more manoeuvrable, but I was not successful because of a computer glitch. The next thing, there was a huge great explosion which rocked the aircraft. He called his navigator on the intercom and shouted his name, but got no reply."

He said: "I looked out and could see another missile approaching. I still had some power and manoeuvred so it was underneath us. That one also detonated and damaged the aircraft."

Flight Lieutenant Clark ejected himself and his navigator at 5,000ft. As he steered his parachute away from the wreckage of the plane, he saw Flight Lieutenant Hicks land and lie motionless on the ground.

Nicholas Gardiner, the Oxfordshire coroner, recorded a verdict that Flight Lieutenant Hicks was killed on active service while engaged in conflict.



Rupert Clark, arriving home after the war

Fee plans 'threaten law jobs'

BY FRANCES GIBB
LEGAL CORRESPONDENT

LEADING defence solicitors who secured the freedom of victims of recent miscarriages of justice joined forces yesterday to give warnings that government proposals for fixed fees in magistrates' courts would force them into bankruptcy.

The solicitors, sharing a platform at the Law Society's London headquarters in preparation for a mass protest rally on Wednesday, said that the proposals would drive thousands of lawyers out of business. People facing such charges as assault or shoplifting would be unrepresented and unadvised.

Michael Fisher, who represented Paul Hill, one of the Guildford Four, said: "If these proposals are implemented, thousands of lawyers will give up legal aid work. The only lawyer to be found in a magistrates' court will be a crown prosecution lawyer."

Danny Simpson, who represented one of the Tottenham Three, said that under the proposals solicitors would have to do work "at a standard we are not prepared to do it at or we go bankrupt."

Law, L&T section page 19

BR pays for breakdown and 'bomb'

BY MICHAEL HORSNELL

BRITISH Rail yesterday invited claims for compensation worth several thousand pounds from West Country travellers caught up in delays and cancellations after a train broke down and a station was closed because of a bomb scare.

A colonel has been given a severe reprimand by police for leaving his attaché case unattended at Andover railway station, which had to be closed on Tuesday as bomb squad officers were called. The incident compounded the confusion endured by up to 2,000 people on three rush-hour trains after an elderly locomotive broke down at Waterloo.

The commuters' problems began when the 16.15 from Waterloo to Yeovil was cancelled because of the train failure and the 16.55 to Exeter

was held up by 60 minutes as a result. Then, from 18.52 to 19.12, Andover station was closed because of the security alert, forcing the delayed 16.55 to be diverted via Southampton. That train finally arrived at Exeter 90 minutes late. Finally, the knock-on effect left passengers on the 17.30 to Yeovil stranded at Waterloo for 40 minutes.

The colonel, who has not been named, returned to Andover station, which is used by battalions of army personnel every day and regarded as a potential IRA target, just in time to retrieve his case before it was detonated. It had been found by a member of BR staff in a waiting room for passengers travelling to Salisbury.

The colonel will not be prosecuted but a police spokesman said: "In these days of terrorism he is being told to get his act together."

Network SouthEast invited applications and said that compensation would be in reimbursed taxi fares and vouchers for future travel as well as in cash.

A spokesman said: "There were extreme delays caused in part by the loco failure, which was our fault, exacerbated by a security alert, which was not. There was a fair degree of disruption for which we apologise. We should like to know passengers' individual circumstances and claims will be considered on their merits."

It is the second major compensation claim on the line since the new year. BR's decision to invite claims on the first occasion followed a letter to Sir Bob Reid, its chairman, from Paddy Ashdown, leader of the Liberal Democrats, who received complaints from constituents in Yeovil. BR paid £7 million compensation to passengers last year for delays and cancellations.

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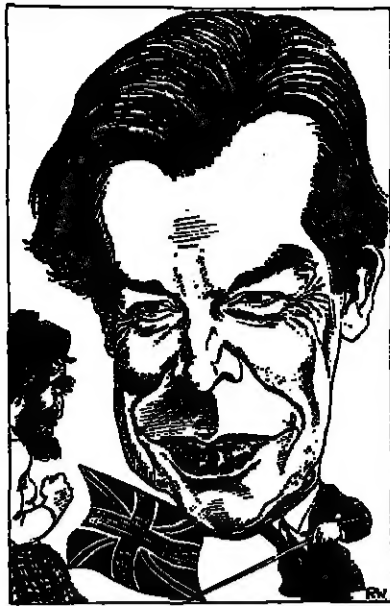
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Lang: defending the status quo in the run-up to the election

Conservatives get a sharp lesson in Scottish nationalism

SITTING on thistles is one of life's less pleasurable occupations. But that, in effect, is what the Tories appear to have chosen. The Conservatives lost 11 of the 21 seats they held in Scotland before the 1987 election. When the Liberal Democrats captured Kincardine and Deeside in November, they became Scotland's second largest party. The devolution tide is running stronger than it has done in a decade. Last week's ICM/Scottishman survey recorded 50 per cent support north of the border for independence, and for some years polls have shown four in five Scots preferring independence or a devolved assembly to the status quo. The SNP offers independence. Labour and the Liberal Democrats are committed to a Scottish assembly. The

Tories alone are offering Scots voters nothing more than the status quo. Once again in the Commons on Tuesday John Major rejected calls by nationalist MPs for a referendum on independence. He and Ian Lang, the Scottish secretary, insist that the union has served Scotland well and reject any concessions to devolution. Mr Major tells colleagues that the Scots have been sold a false prospectus, offered the prize without the price. Meanwhile, there are threats that Scottish Tory candidates will offer DIY devolution policies on the doorstep, and there is open acknowledgement that the party might have trouble mustering enough Scottish MPs after the election to staff the Scottish Office. Ministers concede that



By ROBIN OAKLEY

the devolution question will have to be addressed after the election, even if it would be too much of an unseemly scramble to change the policy now. On the surface, the government's stance appears to be sheer political masochism, yet Tory MPs are by no means all cast in gloom. Some believe that a Scottish National Party surge on the back of the devolution/independence question could actually benefit them. The nine surviving Scottish Tory MPs, in order of marginality, are: the retiring George

Younger (Ayr 0.3 per cent), Michael Forsyth (Stirling 2.1), James Douglas-Hamilton (Edinburgh W 2.5), Malcolm Rifkind (Edinburgh Pentlands 8.3), Ian Lang (Galloway and Upper Nithsdale 8.9), Sir Nicholas Fairbairn (Perth and Kinross 12.0), Allan Stewart (Eastwood 12.2), Bill Walker (Fife 12.4) and Sir Hector Monro (Dumfries 16.7). Since last August the Tories have been running at 22-23 per cent, a snip below the 24 per cent they took in Scotland at the last election. The Liberal Democrats, on 10-11 per cent, some 8 per cent down on the election, have also remained largely static. The movement has been between Labour and the Scottish Nationalists. The SNP, having averaged 16/17 per cent in the first half of last year, has lately

been averaging 22-23 per cent, way up on its 14 per cent in 1987. Labour, which had improved its election mark of 42 per cent to 53 per cent last summer, has declined again to 45 per cent. Pollsters believe that Labour, happy to have agreed on its Scottish assembly, has let things slip and allowed the argument between the Tories and the SNP over independence to steal the agenda. Few Tory supporters would have been keen devolutionists, and the higher the profile for the devolution/independence argument, it is argued, the more likely the Scottish nationalists are to surge, largely at Labour's expense. Of the five most marginal Scottish Tories, three — George Younger's successor Phil Galle,

Michael Forsyth and Malcolm Rifkind — have Labour in second place. A nationalist shaving of the Labour vote would certainly benefit them. James Douglas-Hamilton had a Liberal Alliance candidate in second place last time, with Labour and the SNP well beaten off. Of the five, only Ian Lang had an SNP candidate in second place in 1987 — hence perhaps his vehemence on the unionist case. But Labour's 13 per cent in fourth place in 1987 does not allow for much squeezing. Scottish elections are not decided on the devolution/independence question alone, which ranks only sixth among the issues of concern listed by electors. It seems unlikely to add to the Tory troubles and could even help to save a Tory seat or two.

Labour quotes leak in NHS offensive

Hospitals' cash troubles covered up, Cook says

By JILL SHERMAN, POLITICAL CORRESPONDENT

THE Labour party yesterday launched its health offensive on the back of a leaked document which showed that 86 hospitals, including NHS trusts, were in financial difficulties. Robin Cook, shadow health secretary, accused the government of covering up the truth about a "financial crisis" in the health service and claimed that hospitals were now being forced to "slam the brakes on patient care". William Waldegrave, the health secretary, immediately

dismissed Mr Cook's "scare story" as a "damp squib" and said that it would do nothing to improve his credibility. The internal document from the NHS management executive, dated January 27, shows that 29 hospitals are forecasting an overspend at the end of the year and 86 units of a total of about 400 were over £100,000 in deficit at the end of November. Mr Cook yesterday made it clear that he was intent on keeping health at the top of the election agenda until poll-

ing day. "In every week from now until polling day Labour will tell the truth about the health service," he said. Within two weeks the party is expected to publish a revised health policy document, although details are being finalised. Yesterday Mr Cook pointed out that only a month ago Duncan Nichol, NHS chief executive, said that hospitals were heading for a broad financial balance. "It was not true. Moreover they knew it was not true," Mr Cook said.

"The NHS reforms have not solved the problems of the NHS with too little money for too big a task." Mr Waldegrave countered that it was nonsense to suggest that deficits amounting to less than 0.1 per cent of the total NHS budget represented a financial "crisis". It was no more than sensible management to identify problems where they existed. "I stand by the forecast made in the chief executive's report on the first six months of the NHS reforms, that the service is heading for a broad financial balance this year."

The health department said later that the projected deficit totalled about £15 million. Mr Nichol said that inevitably in an organisation as large as the health service there would be deficits in some places matched by surpluses elsewhere.

Mr Cook also accused civil servants of covering up for ministers and said that the document made clear that the first priority was to keep the truth about the hospitals out of the news. The document referred to the need to "minimise noise" about a £500,000 deficit at the John Radcliffe hospital, Oxford. Later, Mr Waldegrave admitted that the deficits might be made good by transferring money still held in reserves by regions or districts or through local management action. Last month Mr Nichol admitted that £200 million had been held back in reserves, £75 million of which was "risk money" to cope with uncertainties in the market.



Douglas Hurd, the foreign secretary, launching the logo for Britain's presidency of the EC yesterday. Mr Hurd said Britain would make a determined push to cut the costs of the common agricultural policy when it takes over the presidency for the second half of the year (Michael Binyon writes). Mr Hurd said that if the Portuguese, current holders of the presidency, did not reach agreement on EC finances by June, Britain would have to continue this as well as seeking agreement on Gatt trade and the CAP.

Parties find comfort in poll tax figures

By DOUGLAS BROOM, LOCAL GOVERNMENT CORRESPONDENT

THE first indication of the likely impact of the poll tax on the general election was given yesterday when councils in two key marginal seats declared their charge levels for the year starting in April. Labour-controlled Hammer-smith and Fulham council in West London, which was charged capped last year, said its poll tax would rise from April by just £3 from £247 to £250, while the Labour council at Pendle in Lancashire announced an 18.5 per cent rise to £259.

Both main parties are expected to draw comfort from the figures for Hammersmith, where Clive Soley, Labour's housing spokesman, has a 2,415 majority, and Pendle where Tory John Lee holds the seat by a margin of 2,639.

In Hammersmith Labour will cite the financial prudence of their local council as evidence that the party can be trusted in government, a welcome chance to refute Tory claims that Labour councils cost more.

In Pendle Mr Lee will be able to castigate the Labour council for a large percentage

rise, sale in the knowledge that in spite of the increase the local poll tax will still be close to the government's target of £257.

Labour-run Bury in Greater Manchester has announced a 6.5 per cent rise from £269 to £285.27, while Conservative Bracknell Forest in Berkshire said its poll tax would fall from £229 to £214 in April. Dover council in Kent, where no party is in control, announced the biggest percentage rise to date, up by 34.5 per cent from £189 to £254. It blamed much of the rise on a 13 per cent increase in spending by Tory Kent county council.

The five councils are the first formally to declare figures. Provisional estimates from other authorities suggest that poll tax rises across the country will average about 15 per cent, more than three times inflation. All five figures have yet to be formally ratified.

Conservative-controlled Wandsworth council in southwest London has already announced that it will set a zero poll tax in April, for the second year running.

Council	Party	Current 1991-2 £	New 1992-3 £	Change %	Non-payment surcharge %
Bracknell	Con	229	214	-6.5	5
Bury	Lab	269	285	6.5	n/a
Dover	NOC	189	254	34.5	2
Hammer-smith	Lab	247	250	1.2	42
Pendle	Lab	218	259	18.6	20
Wandsworth	Con	0	0	0.0	0



Supergun 'financed by bank'

Midland Bank officials have been called to give evidence next week to the parliamentary enquiry into the Iraqi supergun. They will be questioned about allegations that they helped a Belgian company supply military equipment to Saddam Hussein's regime. Gerald James, former chairman of Astra, told the Commons trade and industry committee yesterday that he believed a contract for a Belgian firm to supply the products for "a very large gun" to Iraq via Jordan had been financed from Britain, probably through the Midland Bank.

Crime schools

Television programmes meant to help detect crime show criminals' new methods. John Smith, Labour MP for Vale of Glamorgan, said. He introduced a bill to prevent the showing of such techniques. Although it was given a first reading, it has no chance of becoming law.

£9m health aid

Britain is to give a grant of £9 million to improve the health of 7.7 million children in the Indian state of Andhra Pradesh. Lyn-da Chalker, the overseas aid minister, announced. Douglas Hurd, the foreign secretary, said Britain's relations with India were excellent.

MP says sorry

Robert Hayward, Tory MP for Kingswood, who last Friday talked out the bill to improve the rights of disabled people, apologised in the Commons for having misled MPs. He had denied intending to talk the bill out, but said he planned to make his views known. Another attempt will be made to get the bill through on February 21.

Parliament today

Commons (2.30): Questions: Agriculture, Fisheries and Food; prime minister. Debate on Opposition motion on the recession. Lords (3): Charities Bill, report, first day.

Rebels want villages to share school sale cash

By SHEILA GUNN, POLITICAL CORRESPONDENT

CONSERVATIVE peers will protest today at the government's refusal to allow some of the proceeds from the sale of village schools to be kept to benefit local children. They are backing an amendment to the Charities Bill in the Lords, bringing in a recommendation of the report *Faith in the Country* side commissioned by former Archbishop of Canterbury, Robert (now Lord) Runcie. However, some bishops say that the amendment goes further than the report's proposal. A spokesman for Church House said that the Bishop of Guildford, the Right Rev Michael Adie, will oppose the amendment on behalf of the board of education which believes it opens the way for interest groups to put pressure on the Church of England to sell village schools at reduced prices. A spokesman for the Archbishop of Canterbury, George Carey, said yesterday that he would not be voting. The report called for a



Runcie: set up church commission of enquiry changed in the charity law so that some of the proceeds of village schools could be used towards facilities for local children. Today's "rebels" include the Tory peers Lord Stanley of Alderley, Lord Prior, who chaired the commission, and Lord Renton, together with the independent peer Lord Denning, former Master of the Rolls.

Rifkind exploits confusion over public spending plans

By NICHOLAS WOOD, POLITICAL CORRESPONDENT

THE Conservatives moved yesterday to exploit Labour's confusion over whether it would scrap Treasury rules including local authority spending and private sector investment in public bodies as part of the public sector borrowing requirement. Malcolm Rifkind, the transport secretary, said that Labour's spending plans were in disarray because their frontbench spokesmen were contradicting one another over whether they would change the rules.

The dispute blew up on Tuesday after Clive Soley, Labour's housing spokesman, backtracked on a commitment to abolish rules that the Opposition regards as a brake on badly needed projects.

Referring to Labour's plans for a phased release of £6 billion to £8 billion of local authority receipts from council house sales to pay for a new round of house building, Mr

Soley said that Neil Kinnock and John Smith had agreed to change the rules so that the money did not add to the PSBR. Under pressure from the Labour leadership and a challenge from Sir George Young, the housing minister, he later backed down, saying he was mistaken. "There is no plan to revise the PSBR. I was wrong. I withdraw it," Mr Soley said yesterday.

The Labour leadership's sensitivity to Conservative allegations that it is planning a £37 billion spending increase appear to lie behind Mr Soley's climbdown. One insider said yesterday that the party hierarchy was worried that the prospect of several billion pounds extra for new council housing would be seized on by the government. Mr Rifkind broadened the assault on Labour by targeting John Prescott's similar though more modest plans to increase British Rail's investment in new rolling stock and

track by relaxing the Treasury's accounting rules.

Mr Prescott said yesterday that nothing had changed. "I just reaffirm our position that we have agreed that the Treasury rules regarding public sector borrowing will be changed to allow BR to borrow from the private sector to finance, as an experiment, 188 Class 465 Networker trains for the North Kent line, at a cost of £150 million."

A senior party spokesman made it clear that an incoming Labour government would proceed with its plans to release local authority capital receipts and a private sector input into BR investment. However, there would be no swift redefinition of the PSBR. A Treasury source accused Labour of living in "fantasy land" if it thought it could exclude from the PSBR liabilities that were as much the government's financial responsibility as the Ministry of Defence.

Weep, ye daughters of San Salvador, when the politicians unite

Parliamentary sketch

MATTHEW PARRIS

Some half a dozen people were mown down in Northern Ireland yesterday and parliament seemed hardly to notice. MPs and journalists had no time for trivia. They were engrossed. They had found, at last, an issue they could all understand. Well, this sketch welcomes you to a snigger-free zone. I shall say nothing about sex. It was El Salvador which featured prominently, yesterday. Tories and Labour agreed with the Foreign Office view that the situation there is satisfactory. Catastrophe must be imminent. Heaven knows what HMG's

policy towards El Salvador is, but it must be wrong. Labour's Jeremy Corbyn rose to ask about it, and put the first question of the day. How were things going with the cease-fire in El Salvador? Fine, said minister of state Tristan Garel-Jones, and thanks for asking. Ho-hum. Corbyn is a bearded leftie representing the electors of trendy Islington. He looks like the sort of young revolutionary who used to feature in early Soviet posters painted in the school of socialist realism. Garel-Jones is a Tory fixer representing the bur-

ghers of Watford, and about as ideological as Watford Junction. That something terribly wrong must be afoot in El Salvador became even clearer when the Tories' Jacques Arnold rose to support Mr Corbyn and Mr Garel-Jones. Mr Arnold is as revolutionary as a twin-tub washing machine, whose grinding action his Commons manner strangely resembles. He is assiduous in intervention on

Latin America, recommending free-market economics there. But the moment we knew all was lost was when Labour's spokesman George Foulkes rose. Foulkes is a Scot of the maximum-volume kind, hammer of the English Tories. In mid-bellow, eyes bulging, Mr Foulkes looks like that 19th century Gilray drawing *A Voluntary Under the Horrors of Digestion*. We pinned

back our ears for a rant. "For once, Mr Speaker, and surprisingly, the House is united," Mr Foulkes said quietly. What fantasy was this? A surreal composition in which a bearded and fist-waving representative of Brutalist art, in poster-paint, links arms with a baroque conspirator, in oils — the pair joined by a plump and flushed line-drawing, and a speaking washing-machine — all gathered to sing the praises of HMG's policy in Central America. Weep, ye daughters of San Salvador. Sanity was restored some

minutes later when the House turned to the old Soviet Union. Douglas Hurd, the smoothest tongue on the Tory front bench and destined (if he outlasts Peter Brooke) to be the last Cabinet minister in British history to say "off" instead of "off", actually said something party-political. To Roger King (C, Northfield) goes the credit for prodding this super-intellectual toff into the vulgarity of the election brawl. Where would East-West politics be (asked King) if Labour had been in power? Mr Hurd paused. "There

are kind and unkind ways of making this point," he said, meaning that there were smooth and a rough ones. He would give us the smooth one, no doubt? No. "If we had followed the advice so loudly and frequently given by right hon gentlemen seven or eight years ago, it is highly probable that the hammer and sickle would still be flying over the Kremlin and, more important, Soviet armies would be massed in Europe. Perhaps there's a moral to be drawn." Golly! From Mr Hurd! The election must be soon.



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Keays denies timing pregnancy at end of 11-year affair

BY MICHAEL HORSNELL

SARA Keays accepted in the High Court yesterday that she had been weak during her 11-year affair with Cecil Parkinson and too ready to believe his protestations of love.

The Conservative MP's former secretary denounced as a "damnable lie" the suggestion by newspapers that she deliberately became pregnant by him towards the end of their affair. She told a libel jury she tried to end it because she was unhappy and pointed out that in her book, *A Question of Judgement*, she had acknowledged the "unwisdom and the misery" of an affair with a married man.

Miss Keays, aged 44, of Marksbury, near Bath, was giving evidence on the third day of her action against *New Woman* magazine over an article in October 1989 which she says labelled her as a kiss-and-tell gold-digger who wrote her book to make money and cause maximum embarrassment and hurt to her former lover's reputation.

Miss Keays, who has a daughter, Flora, aged eight, by the former Conservative party chairman, became angry and emotional during cross-examination by Desmond Browne, QC, for the

defence, about what he called the "years and years of deception".

Mr Browne put to her: "You say that you had the misfortune to fall in love with a married man, but the fact is that for nearly 12 years you deliberately conducted an affair with him which was concealed from his wife."

Miss Keays told Mr Justice Drake and the jury of nine men and three women: "I was not happy and tried to end it."

Mr Browne: "But did not?" Miss Keays: "No. I accept that I was weak. I was too ready to believe his protestations of love."

Miss Keays said she had written her book not to win sympathy, but to put across the truth. Mr Browne asked: "Where in the course of all those pages do you express a single word of sympathy towards Mrs Ann Parkinson?" Miss Keays said that, although she referred to Mrs Parkinson, she "passed no comment on her or any of her family".

Dealing with the "deception" involved in the affair, Mr Browne asked if Mr Parkinson visited her frequently when she was in Brussels in 1980. She replied that he had. Mr Browne pointed out

that she described in her book how he would book into the Europa hotel, where visiting British ministers usually stayed, but never slept there. He asked Miss Keays: "Why did he never sleep there?" She replied: "I would have thought that he was obvious from my book. He was with me."

Earlier, asked by her counsel John Provis, QC, if there were any truth in suggestions she deliberately became pregnant, she said: "None whatsoever. The suggestion that I got pregnant deliberately, that I timed my pregnancy, it is a damnable lie."

Miss Keays said she believed the idea that she planned the baby to "get her hooks" into Mr Parkinson was also present in the *New Woman* article at the centre of her libel action.

Miss Keays has said she was "outraged and sickened" by the magazine article. Murdoch Magazines (UK) and Frankie McGowan, former editor of *New Woman*, deny libel. They claim it was true to say Miss Keays's motive in writing her book was to make money and cause maximum embarrassment to Mr Parkinson.

Miss Keays continues her evidence today.

Business sours at cheese mecca

By JOHN YOUNG

THE cheese shop which pioneered a gastronomic revolution by persuading the post-war public that there was more in life than "mousetrap" cheddar has called in the liquidator.

Hugh Rance, aged 35, owner of Wells Stores, in Abingdon, Oxfordshire, said that he hoped an investor or buyer would rescue the business, otherwise he would have to close in weeks rather than months.

In 1953 Mr Rance's father, Major Patrick Rance, bought the village store in Stratley, Berkshire and built up his cheese stock. By 1980 he had about 150 varieties. "The shop became a mecca for cheese lovers," his son recalls. "They came from all over the country."

He took over the shop in 1985 and in April 1990 the business moved to Abingdon. Mr Rance once supplied more than 30 restaurants, a trade alone worth £250,000 a year, but trade has gradually declined.

"One of the saddest things is that we have been a big supporter of British farmhouse cheesemakers and, if we go out of business, they will suffer too," Mr Rance said.



Say cheese: Hugh Rance at his Wells Stores, which may be forced to close

Kuwaiti emir asked to make gift of hall

Conservationists have appealed to Sheikh Jaber Ahmed al-Sabah, emir of Kuwait, to help to ensure a stable future for Heveningham Hall, the Georgian mansion near Halesworth, Suffolk (John Shaw writes).

The Iraqi company which bought the hall in 1981 went into receivership last year after it defaulted on a £3 million loan from the United Bank of Kuwait. Ian Richardson, co-ordinator of the Heveningham Action Group, has written to the emir, who is chairman of the bank, asking him to forgo the loan, interest and costs, and give the hall to the National Trust.

Mr Richardson says in the letter that the gift would be "a most fitting and permanent memorial" of Kuwaiti gratitude "for the liberation of their country by the United Kingdom and its allies".

Red stickers of shame

Eighteen police forces have launched a pilot scheme with the Driver and Vehicle Licensing Centre to shame drivers into buying road tax. Bright red stickers will be plastered on cars without current tax discs, warning that the DVLC has been notified and that owners could face a fine of £1,000.

Drinker jailed for killing

A dentist who stabbed his best friend to death after an eight-hour drinking binge has been jailed for two years by Winchester crown court.

Mark Terberg, aged 34, of Hook, Hampshire, denied murdering David Webber of Deal, Kent, but admitted manslaughter.

Reward case

Alex King, aged 18, of no fixed address, was remanded in custody by Portland magistrates, Dorset, on a charge of trying to falsely obtain a £15,000 reward offered for the recovery of Jo Ramsden, the missing 15-year-old girl with Down's syndrome.

Plane death

Colin Martin, aged 48, of Winterton, Norfolk, died when his model aeroplane struck power cables. Electricity flowed down the plane's control wires and killed him.

Blaze baby

A baby aged 20 months died in her father's blazing car after her four-year-old nephew set fire to newspaper in the back of the vehicle. Southwark coroner's court, south London, was told.

Church cheer

The Rev Colin Judd has been licensed by magistrates to serve wines and beer in the restaurant in part of the Anglican church of St Columba's, Bradford.

Sex bias payment hits snag

By FRANCES GIBBS
LEGAL CORRESPONDENT

A SOLICITOR who was awarded £4,000 by an industrial tribunal for indirect discrimination might not be able to obtain a penny of the money because of a loophole in the equality laws.

Roberta Gold, aged 38, was found to have been discriminated against by Tower Hamlets council, east London, as her name was not put forward for promotion because she was a job sharer. It said she was a victim of indirect discrimination because fewer women can comply with the conditions of appointment to a full-time post. Although the tribunal recommended the £4,000, it cannot enforce the recommendation. Under the Sex Discrimination Act only direct discrimination has a right to compensation.

Mrs Gold is hoping to pursue the matter under European law and is awaiting the ruling in a case which could provide an enforceable right to compensation. The tribunal adjourned her case pending the European court decision.

Heat is on for spring flowers

By MICHAEL HORSNELL

SPRINGTIME in the English countryside may never be the same again. Bluebells and even the wild daffodils that inspired Wordsworth would be displaced by more adaptable plants as the man-made "greenhouse effect" pushes up global temperatures, a report says.

These and other spring flowers are at least expected to survive, if in fewer numbers and areas, according to scientists at the unit of comparable plant ecology at Sheffield University. Rare, cold-climate plants in the uplands, relics of post-Ice Age vegetation, could become extinct.

The report, commissioned by Plantlife, an alliance of botanists, conservationists, scientists and gardeners, predicts that some Mediterranean flora may gain a foothold in southern England, while of the plants already here, some may find refuge further north and others, unable to find a colder home, could die out.

As temperatures rise, bluebells, snowdrops and similar flowers could lose the competitive edge of being able to grow in the chill of winter and early spring. Cow parsley, goosegrass, dandelions and garlic mustard, which now do not flower until late spring, could start growing earlier and crowd out traditional spring plants. Many other "warm weather opportunists" are waiting to take



Moving north: daffodils and bluebells may have to find colder homes

advantage of milder winters, the report says. They include such weeds as prickly lettuce and Canadian fleabane.

John Hodgson, one of the Sheffield researchers, said that most of the winners in global warming were likely to be plants that are restricted mainly by their sensitivity to colder temperatures. "If the weather is hot and dry, then winter will become the main growing season. If there is rain throughout the year, summer will still be the main period for growth and change will be slower."

Rare upland species are at most risk, the report says.

Death Knell for Bluebells? Global Warming and British Plants (Plantlife, c/o The Natural History Museum, Cromwell Road, London SW7 5BD; £5)

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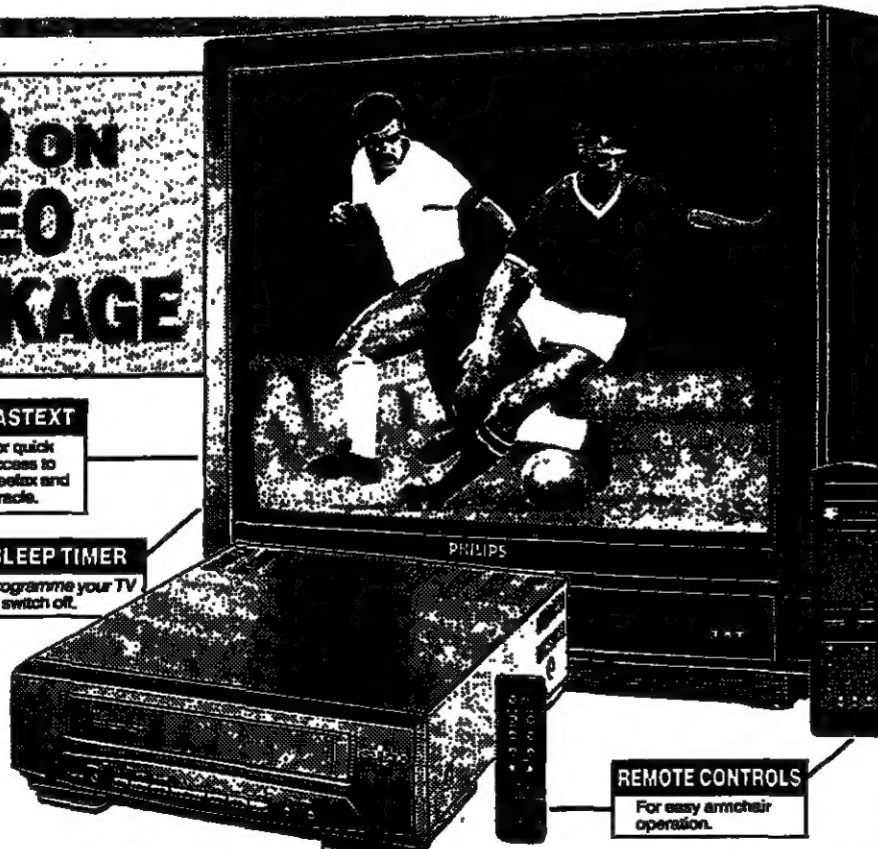
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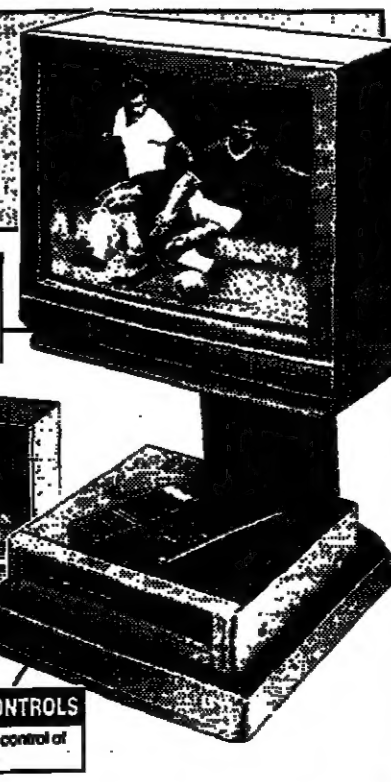
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Russian MPs will challenge tax cuts and pension rises

FROM BRUCE CLARK IN MOSCOW

RUSSIA'S parliament will today challenge attempts by the republic's leaders to soften the recently approved austerity budget by boosting pensions and halving the rate of value added tax on some essential foods.

The decision to step back from full austerity in the face of popular discontent took the highly unusual form of a resolution by the parliament's presidium that was also signed by two members of President Yeltsin's cabinet. The decree, rapidly denounced by advocates of economic reform as an uncon-

stitutional attempt to bypass parliament, calls for a reduction to 15 per cent from 28 per cent in VAT on key foods, and the exemption from the tax of catering firms.

The executive decision also provides for a deficit for the first quarter of this year of 25 billion roubles (\$24.6 billion at the newly introduced official rate) instead of the 11 billion rouble shortfall that was painfully steered through parliament during last month's budget debate. The Russian leadership also announced that the minimum old-age pension would rise by

200 roubles a month to 550 roubles. The decisions were apparently a backroom compromise between Russian parliamentarians and a harsh critic of economic austerity, and such senior figures in the Yeltsin administration as Gennadi Borbulis.

Yegor Gaidar, the deputy prime minister in charge of economic reform, pointedly stayed out of the bargaining, saying his hopes that the inflation rate will ease during February and March depend on continued tight curbs on the money supply.

Without revealing the increases of four or five times in the basic price of foods that followed deregulation at the beginning of the year, the tax concessions are clearly intended as a signal that Mr Yeltsin cares about the acute hardship faced by a majority of Russian families. However, an opinion poll published yesterday showed that Mr Yeltsin is unpopular with a key section of Russian society: the armed forces.

The poll, which was carried in the influential Moscow newspaper, *Nevskaya Gazeta*, found that 71 per cent of officers would like to see the Soviet Union restored as a single state, while 79 per cent said the armed forces should have the last word on decisions that concerned them. But perhaps the most ominous finding of the poll was the response to the question whether individual military units had or were likely to defy orders. A total of 36 per cent of respondents thought it "very possible" that this would happen, while 4 per cent said such incidents were happening already.

Aleksandr Rutskoi, the Russian Federation's maverick vice-president, and Colonel Viktor Alksnis, the hardline MP, are far more popular than President Yeltsin among the armed forces, according to the poll. *Nevskaya Gazeta* said that the poll — conducted among 1,500 of the 5,000 officers who attended last month's stormy congress in Moscow — was a sign of the massive pressure that is building up on leaders of the former Soviet republics to address the grievances of the military when they meet in Minsk next week.

Paris hangs out flags for Yeltsin

FROM SEAN MAC CARTHAIGH IN PARIS

IN SHARP contrast to his last visit to France, Boris Yeltsin arrived in Paris yesterday to red carpets and fanfares. The Russian president and his wife, Naina, stepped off the plane at Orly airport to be greeted by President Mitterrand and his wife, Danielle.

After a military inspection ceremony and the national anthem, the leaders and an assortment of ministers drove to the Elysee Palace, where Mitterrand and Mr Yeltsin had a tête-à-tête, while their foreign, defence and finance ministers met separately.

The French have launched a massive security operation for the three-day state visit, weaving in as much pomp and circumstance as possible. They are acutely embarrassed about their past treatment of President Yeltsin. When the then president of the Russian parliament came to France last April, he received a chilly reception. Jean-Pierre Cot, the European parliament head of the ruling French Socialist party, described him as a "demagogue", and said he was irresponsible.

Observers say Mr Yeltsin was then snubbed when, having suggested a meeting with Mitterrand, the French tried to refuse the request. Eventually he was brought to the Elysee, but met only Jean-Louis Bianco, Mitterrand's secretary-general.

Officials in Paris now claim that the French president eventually appeared "at the end of the meeting". Observers say the snub was deliberate, and designed to show support publicly for Mikhail Gorbachev, the then Soviet president, in the aftermath of Mr Yeltsin's stunning electoral victory in Russia.

This time, Mr Yeltsin's three-day programme includes not just two meetings with President Mitterrand, but receptions by Edith Cresson, the prime minister, Roland Dumas, the foreign minister, and Jacques Chirac, the mayor of Paris and opposition leader, as well as the signing of a new Franco-Russian treaty. This is being seen as a replacement for the stillborn Franco-Soviet pact signed by Mr Gorbachev and Mitterrand at Rambouillet in October 1990 but never ratified by the French parliament.

Also on the agenda is a series of co-operation agreements covering finance, administration, culture and safety at civilian nuclear power plants. France has also said it will focus discussion with the Russian team on nuclear weapon security and will offer to assist the republic in the massive disarmament programme announced last week by President Yeltsin.

Rome to inquire into 'prison camp letter'

FROM JOHN PHILLIPS IN ROME

PRESIDENT Cossiga of Italy said yesterday he had appointed a committee of historians to examine the authenticity of a letter purportedly written by Palmiro Togliatti in which the Italian Communist leader refused to intervene on behalf of thousands of Italian prisoners of war dying in Soviet camps during the second world war.

Leaders of the Democratic Party of the Left, formerly the largest Communist party in the West, are meeting today to discuss their strategy, in the face of the scandal surrounding the letter, for Italy's parliamentary election on April 5. Some former Communists believe the letter, which was published by the weekly magazine *Panorama*, was disclosed to torpedo the chances of their new party in

the election formally called by President Cossiga on Sunday. Others believe the letter, which was found among KGB files on Komintern, the former Communist International, by an editor of Togliatti's writings, was made public now to damage the ambition of Nilde Iotti, the former Communist president of the chamber of deputies, to become Italy's head of state after President Cossiga's term ends in July. Signora Iotti was the long-standing companion of Togliatti before his death in 1964. She said last week that Italy should have a woman head of state.

In the letter Togliatti was quoted as rejecting an appeal by another Italian Communist to use his influence with Stalin to save the lives of thousands of captured Italian

troops in Soviet prison camps. The Italian media have reported the discovery of several mass graves of Italian troops in the former Soviet Union.

Togliatti is reported to have said in 1943: "Our position of principle regarding the armies that have invaded the Soviet Union has been defined by Stalin and there is nothing left to say. If for thousands and thousands of families Mussolini's war and, above all, the expedition against Russia ends in tragedy this is the best and most efficient antidote [to fascism]."

President Cossiga yesterday defended his appointment of a commission of historians who are to visit Moscow to study the letter.



Fatherly concern: the Pope greeting Mother Teresa, who is recovering from heart surgery, during a private audience at the Vatican yesterday. As is customary with such meetings, the Vatican released no details of what was said between the Pontiff and the missionary, aged 81, who won the Nobel peace prize in 1979 for her

work among the poor, especially in Calcutta (Reuter reports from Rome). Mother Teresa told *Il Mattino*, the Naples newspaper, in an interview published yesterday that she was in a hurry to return home to Calcutta. "Charity doesn't wait, especially now that we have been allowed to open [our first mission] in China," she said.

One of her doctors said that the Californian team that had been treating Mother Teresa since she had heart surgery there in December had allowed her to travel "because her state of health has improved although she has not yet fully recovered". Mother Teresa was discharged from hospital in the middle of last month.

Habash controversy Cresson to fight for her future

FROM PHILIP JACOBSON IN PARIS

UNLESS something goes seriously wrong, President Mitterrand's dismissal of the George Habash affair as no more than an administrative "error of judgment" will be endorsed at a special session of the French parliament opening tomorrow.

Even the ineptitude of Edith Cresson, saddled with explaining away the controversy in a prime ministerial statement, is unlikely to stop this toothless parliament rejecting the no-confidence vote promised by the opposition.

To that extent, Mitterrand's notably belligerent manner during the live television interview on Tuesday night, when he gave the nation a brisk presidential version of the truth about the Palestinian guerrilla leader's visit to Paris, may be said to have paid off. For all the furious pressure from the opposition and most of the media for cabinet dismissals, it seems that the handful of senior officials already sacked over the fiasco will be the only victims of an affair which Mitterrand insists was all got up by the press.

With the arrival of President Yeltsin of Russia in Paris for a state visit yesterday, Mitterrand was able to slip back into his preferred role as father of the nation, pomp and circumstance at every turn. Yet as political commentators on both left and right were swift to point out, the Habash affair may fade away but Mitterrand's remarkable hold over the French will probably never be quite the same again.

For Serge July, editor of *Libération* and until quite recently a generally sympathetic observer, the real importance of the issue was what it showed about "the entrails of the executive mechanism" under Mitterrand. Beneath the headline "A flagrant offence of state", July argued that the disastrous handling of Dr Habash's visit had revealed how normal procedures of government were short-circuited by "parallel networks" bearing the unmistakable imprint of the Elysee Palace.

Poor Mme Cresson was portance of the issue was what it showed about "the entrails of the executive mechanism" under Mitterrand. Beneath the headline "A flagrant offence of state", July argued that the disastrous handling of Dr Habash's visit had revealed how normal procedures of government were short-circuited by "parallel networks" bearing the unmistakable imprint of the Elysee Palace.



Cresson: urges more vigilance than ever limbering up for tomorrow's address to parliament by exhorting her ministers to be "more vigilant than ever" about the functioning of their departments. Given Mitterrand's direct and personal links with the two men most heavily criticised over the Habash affair — Roland Dumas, the foreign minister, and Philippe Marchand, the interior minister — she must sometimes wonder where her authority actually holds sway.

Mme Cresson may also have been pondering why Mitterrand is forcing her into the firing line for a vote of confidence if he considers the affair of no real consequence.

Serbs and Croats accused by UN

FROM JAMES BONE IN NEW YORK AND TIM JUDAH IN BELGRADE

PROPOSING a modest increase in the number of "blue helmets" in Yugoslavia, the United Nations yesterday blamed Franjo Tudjman, Croatia's president, and Milan Babic, the leader of the Serb enclaves in Croatia, for preventing deployment of a full UN peacekeeping force.

In a report to the UN Security Council, Boutros Boutros Ghali, the UN secretary-general, said the number of UN military liaison officers in Yugoslavia should be increased from 50 to 75. But he said that conditions for establishing the proposed 10,000-strong peacekeeping operation in Yugoslavia "still do not exist". The main obstacles were the opposition to the UN peacekeeping proposal of Dr Tudjman and Mr Babic.

Mr Babic, who heads the self-proclaimed "Republic of Serb Krajina" in Croatia, rejected the UN plan because it describes the area under his control as being "in Croatia". Dr Tudjman, who has recently won international recognition for Croatia, insisted that Zagreb should control the local government and police in any UN-protected areas. "I regret to have to conclude that the positions currently adopted by the government of Croatia and by the local leaders in what would be the Krajina UN protected area would, if maintained, constitute major obstacles to a decision by the security council to establish and deploy a peacekeeping force," Dr Boutros Ghali said.

Lord Carrington, the European Community's mediator in Yugoslavia, was expected in Belgrade last night in what was widely seen as an attempt to revive the EC's moribund peace initiative. "I have not a grain of hope," the former

foreign secretary said on the eve of his departure to meet the leaders of Serbia, Bosnia-Herzegovina and Croatia.

Lord Carrington and Cyrus Vance, the UN special envoy to Yugoslavia, have recently begun to criticise Croat leaders for what they perceive as moving back on commitments Croatia has already given to both organisations. Their confidence revived by international recognition, Croat leaders have begun to demand help in retrieving land lost in fighting to Serbs.

As if to underline the reasons for Lord Carrington's lack of confidence, more than 3,000 Serbs held a rally in the centre of Belgrade yesterday in support of Mr Babic, who has rejected the UN peace plan brokered by Mr Vance. "If we leave the people to the protection of the UN they will simply be slaughtered by the Croat fascists," one speaker alleged. Mr Babic has come under intense pressure from the government of Slobodan Milosevic of Serbia to accept the plan which envisages the demilitarisation of Serb areas in Croatia. "Serbs can choose between death and Milosevic," read one placard at the rally.

In an alarming new development, Macedonian police put up checkpoints around Yugoslav federal army barracks in their republic yesterday.

Berlin Wall guards go free

Bonn: Two former East German border soldiers received suspended sentences of 18 and 21 months for shooting dead a man who tried to escape communist East Germany at the Berlin Wall in 1984. The ruling caused some surprise, as a guard in a similar trial last month was jailed for 3½ years (Patrick Moser writes).

Announcing the sentence, Judge Tepperwien, the presiding judge, said each of the two soldiers had fired about 30 shots at the victim, Horst-Michael Schmidt, aged 20. He said that the two had not sought to kill Schmidt, but had "favoured the possibility of the death of the fugitive over the possibility of an escape". This was a crime which even lifelong communist indoctrination could not justify, he said.

In both the trials held against former border soldiers, lawyers have said that the real culprits are the former communist leaders who allegedly gave the "shoot to kill" order. Judge Tepperwien said there was no law empowering the guards, who were tried under East German law, to kill fugitives.

Two jailed for raping Briton

London: Two Spaniards have been given "exemplary" jail sentences of 30 and 26 years for the rape of a British teenager on a school visit to the Costa Brava.

A court in the regional capital, Girona, found Jorge Monje and Joan Garcia Fernandez, both aged 24 and from Blanes, guilty of raping the girl, aged 15, from Cheshire, in the resort on May 29 last year.

Dutch sabotage

Amsterdam: Landing-light cables at the Nato air base of Gilze-Rijen were severed in the second act of sabotage against a Dutch air force installation in three days. On Monday, helicopters were set alight at a base near Arnhem.

Priest charge

Warsaw: Two former secret police generals, Wladyslaw Cielon and Zenon Platek, are to be charged with murdering the 1984 murder of Father Jerzy Popieluszko, the Solidarity priest, Poland's justice ministry said. (Reuter)

Bases deal

Wellington: Former Soviet Antarctic bases are being kept open with US help in return for unique expertise on building runways on ice. Charles Paul, US National Science Foundation representative here, said. (AFP)

Prisoners riot

London: Inmates in a prison colony in Chita, eastern Siberia, have been rioting for several days to protest against cruel treatment and poor medical services, Russian television said in a report monitored by the BBC. (AFP)

Kohl's choice

Frankfurt: Bernhard Vogel, an associate of Helmut Kohl, the German chancellor, was elected prime minister of Thüringen, succeeding a local Christian Democrat ousted for past collaboration with communists. (Reuter)

Cézanne lost

Rome: A double-sided watercolour by Cézanne is missing from a drawer in the Museum of Modern Art here and feared stolen, Augusta Monferini, the museum's director, said. A restorer discovered the theft. (AP)

News in brief

Rome: Journalists on Italy's main state-run radio network have shortened morning news bulletins in protest against a move to a new studio surrounded by building sites which unions say are unsafe. (Reuter)

Roads closed

Vicenza: Heavy snowfalls have caused traffic chaos in western Austria. Police closed roads to the ski resorts of Zuers, Lech, St Christoph and Stubai after fears that the heavy snow could unleash avalanches. (Reuter)

Captivating TV

Turin: Italian police found a man with knee-length hair and beard who has spent 23 years huddled under the stairs in his parents' home watching television. Bruno Capigero, aged 43, said he did not want to go out. (AFP)

Diplomat's diary chronicles despair of food queues

I thought I ought to experience the early morning milk queue. Having agreed with Olga and Tanya (not their real names) to meet them this morning to buy milk, I got up at 0500, showered, dressed, had a mug of hot chocolate and set out in the pitch dark, to rendezvous at their local dairy.

Olga had just arrived before me at 0540 and was surprised that the line was so short. There were about 20 in front of us, although others joined ahead of us later who had booked their places. It seems that queues have different personalities. Olga and Tanya (who came later) prefer this shop to another slightly closer to home but where the clientele tend to be noisy and unhelpful. Ours was much more "cultured" (a term

Since opening Britain's consulate-general last year, Barbara Hay has reported on St Petersburg's hardships. Her journal describes the hunt for food

dear to the Russian soul, hence the keeping of places. It was a dry morning, although the sleet had tried half heartedly as I was leaving the hotel and as it did on the way home.

The first 40 minutes went by fairly fast since we had things to talk about. But then the wind got up and I was glad of my five layers of clothes. No possibility to read to pass the time, although Olga had brought a paper "just in case", since the street lighting was dim (lamps strung down the middle of the road but no money to replace out of

order bulbs) and there was no light from the shop to make the pavement more inviting. I learned a new slang word, *gorbushka*. When Gorbachev and Bush met and the latter relaxed trade controls, chickens from America started to appear in shops, quickly being dubbed in honour of the two presidents.

The shop opened promptly at 0700, to everyone's relief, particularly the elderly who predominated. By this time, there was a long line behind us: at least twice as many as in front, although in the dark it was hard to

tell. While I kept our place in the Q1 queue at the till (pay first, collect goods later), they made their way to the one counter to inspect what there was. Milk at 2.30 roubles (£2.34 at the official rate of exchange) per half litre bottle, each customer being entitled to six *smetana* (sour cream) at 36 roubles a kilogram; eggs at 15 roubles (10); *ivorog* (cottage cheese) 13 roubles (kg); dried milk powder at 126 roubles (kg).

As we were packing our bags with our purchases, they announced that there were only two crates of milk left so lots of people not so far behind us would be unlucky. It was still dark when I got back to the hotel.

Later on in the day, I went with one of the monitoring

teams to see European Community butter and beef being sold. The queue for butter, which has not been available for weeks ensuring that there are lots of coupons to be redeemed, was at least 200 long.

Meat was next door, though part of the same shop. Line not so long since there had been canned meat there. Pensioners to whom I spoke, however, had been waiting since Saturday to purchase. They had learned that day that meat was to be sold so had come to stake their claim, establishing their own queue list to keep order and make sure that everyone got their fair turn. They had returned each day and waited in vain for the delivery. Today they had stood since 0730 for the shop to open at 0900 and were rewarded for their pa-

tience. In the rear store-room we had seen the (British) beef boxes opened.

In an adjacent room, a chap was breaking up the frozen meat into manageable pieces each weighing about two kilos with an enormous cleaver on what can only be described as a tree trunk about four feet high, two feet in diameter and fixed very firmly to the floor.

Usually the meat is sold defrosted but these customers did not want to wait. Ten were being allowed in at a time but, because the sales assistants had to cut up the part frozen chunks further to tally with ration entitlements, service was a slow business. The pensioners were glad of the chance to have fresh meat but said that, on an

income of 342 roubles per month it was expensive at 55 roubles (kg). But it was very fine quality boneless sirloin.

On the following day I did my weekly survey in the Nevsky Raion. Some things had changed. At the suburban supermarket, about 200 souls were waiting to buy chicken (*gorbushki*) at 28 roubles (kg) and sugar at 7 roubles (kg), the first time that has been on sale for a long while.

Vignette of the day was the old lady who was lucky enough to buy the last of the *smetana* in another dairy. She appreciatively licked her jar before putting the lid on. Mystery of the day were the peeled oranges selling for 22 roubles a kilo as opposed to 25 roubles for those with peel, which had sold out.



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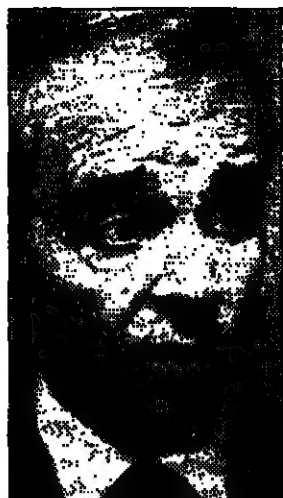
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Greek tortoise snaps at the heels of Democratic hares



Tsongas no longer an amusing sideshow

Despite numbing cold and heavy snow, 600 people turned out to hear the presidential candidate at Dartmouth College on Tuesday night. He argued persuasively. He made them laugh. They gave him a standing ovation and left transparently enthused. It was not bimbo-beset Bill Clinton that drew these people from their firesides, not Patrick Buchanan or Bob Kerrey, the Vietnam war hero, but lowly Paul Tsongas, the funny-looking Greek from Massachusetts who breaks all the rules of modern American politics by telling awful economic truths.

A little-known former senator is surging ahead in the race for the party nomination, Martin Fletcher writes from Hanover, New Hampshire

Something strange is happening in New Hampshire's frozen stomping ground. The tortoise is leaving the hares behind. After ten months as an amusing little sideshow, Mr Tsongas is surging ahead. The supposedly charismatic Mr Kerrey, Jerry Brown, and Tom Harkin are stuck in snowdrifts. The one-time senator's national support has jumped from 2 to 10 per cent. Two weeks before America's first

50-year-old cancer survivor with yo-yo eyebrows and mismatched lips. He admits he is "pretty excited".

When he declared last April, President Bush was at 91 per cent and every other Democrat had taken cover. No one could pronounce his name. Even friends predicted that now he knows he's on a roll. "Believe me, I know what non-momentous feels like."

Mr Tsongas has minimal organisation outside his native New England and remains a long-shot for the nomination. But any of the last three candidates may drop out if he tramples them

in New Hampshire, and, in the not-impossible event that he beats Mr Clinton, big-name Democrats like Mario Cuomo or Richard Gephardt might be lured into the race. Through early success with his message, he could raise the election to a seriousness not seen since 1980.

It was Mr Tsongas's winning performance in two televised debates recently that has made the crucial difference. In a rare concession to media-driven politics, he accepted presentational advice from his cousin, a speech coach. He chastised his opponents for offering the "lollipop" of tax cuts, greater public spending and protectionism — "stizzle with-

out the steak". He cast them as packaged, poll-hooked politicians; himself as a businessman from the real world who champions the painful but effective economic remedies set out not in 30-second advertisements but an 86-page book.

Mr Tsongas has now hit his prime. He won over the United Auto workers on Monday, Dartmouth intellectuals on Tuesday. His rivals were promising "economic steroids" that would pump up the economy until suddenly its knees gave out. He would pledge nothing for which his grandchildren would suffer. "The reason New Hampshire is so important

is that if you lose me, the choice will be which Santa Claus you want."

He has Jimmy Carter's high moral tone offset by self-deprecating humour. "People say I'm just another pretty face with a lot of charisma, but I disagree." He is a lousy tub-thumper but his message and low-key style are beginning to resonate in a more sober America. "He's the first politician I've heard who wants to be president to do something for the country, not himself," said Barbara Haak, a retired Dartmouth librarian. "After Reagan and Bush, America may be ready for a little less charisma and a little more honesty."

Pérez vows to punish army rebels

FROM TONY BIANCHI IN CARACAS

VENEZUELAN government forces yesterday continued to round up an estimated 2,000 rebels, including 130 junior officers, believed to have been involved in the failed pre-dawn coup attempt on Tuesday as President Pérez pledged "an unprecedented crackdown on anti-democratic and insubordinate soldiers".

The defence ministry said the revolt caused the deaths of 14 soldiers and three civilians, and 53 other soldiers from both sides were wounded. But an unofficial count derived from several calls to military hospitals and other first aid clinics, add up to a total of more than 100 killed and some 200 wounded.

Political and business leaders said after meeting Señor

Pérez that he was determined to do away with all the means that could facilitate any possible future uprisings.

The defence ministry alleged that four other officers in addition to Lieutenant-Colonel Hugo Chávez, the uprising's leader, were key figures. The quartet, also lieutenant-colonels, were identified as Francisco Javier Arias, Miguel Ortiz, Joel Acosta Chirinos, and Francisco Urbaneta Ríos.

High-ranking military officers said that Fernando Ochoa, the defence minister, opted for the rebel forces to reach their various objectives before organising a counter-attack, rather than intercepting them. They said that, although the tactics meant the loss of more lives, it assured the possibility of totally surrounding the rebel forces within two hours of their initial attacks.

Late on Tuesday night, President Pérez gave an emotional account of the coup attempt. His wife gave medical assistance to a wounded rebel soldier in the presidential residence. The soldier begged for her forgiveness and said he was not aware that the attack would be against the presidential couple.

Señor Pérez claimed that a great number of rebel regular soldiers were not aware of the mission that they were embarking on, and had been told that they were going to engage in a "night-time shooting exercise". Lieutenant-Colonel Arias said his forces were after "the rescue of the Venezuelan people from politicians, demagogues and bureaucracy".

Other rebel leaders reportedly told military intelligence they were unhappy with the president's handling of a controversial border dispute with Colombia. Señor Pérez has been criticised for allowing too many concessions to neighbouring countries.

A former defence minister Italo del Valle Allegre, who led the successful quelling of the 1989 rioting in Caracas, said the reasons behind the coup were "the constant deterioration of democratic values".



Pérez: determined to prevent a repeat

Tyson jurors escape blaze

FROM CHARLES BRENNER IN INDIANAPOLIS

THE jury of the Mike Tyson trial was carried to safety on firemen's ladders early yesterday after fire swept through their Indianapolis hotel, killing three people.

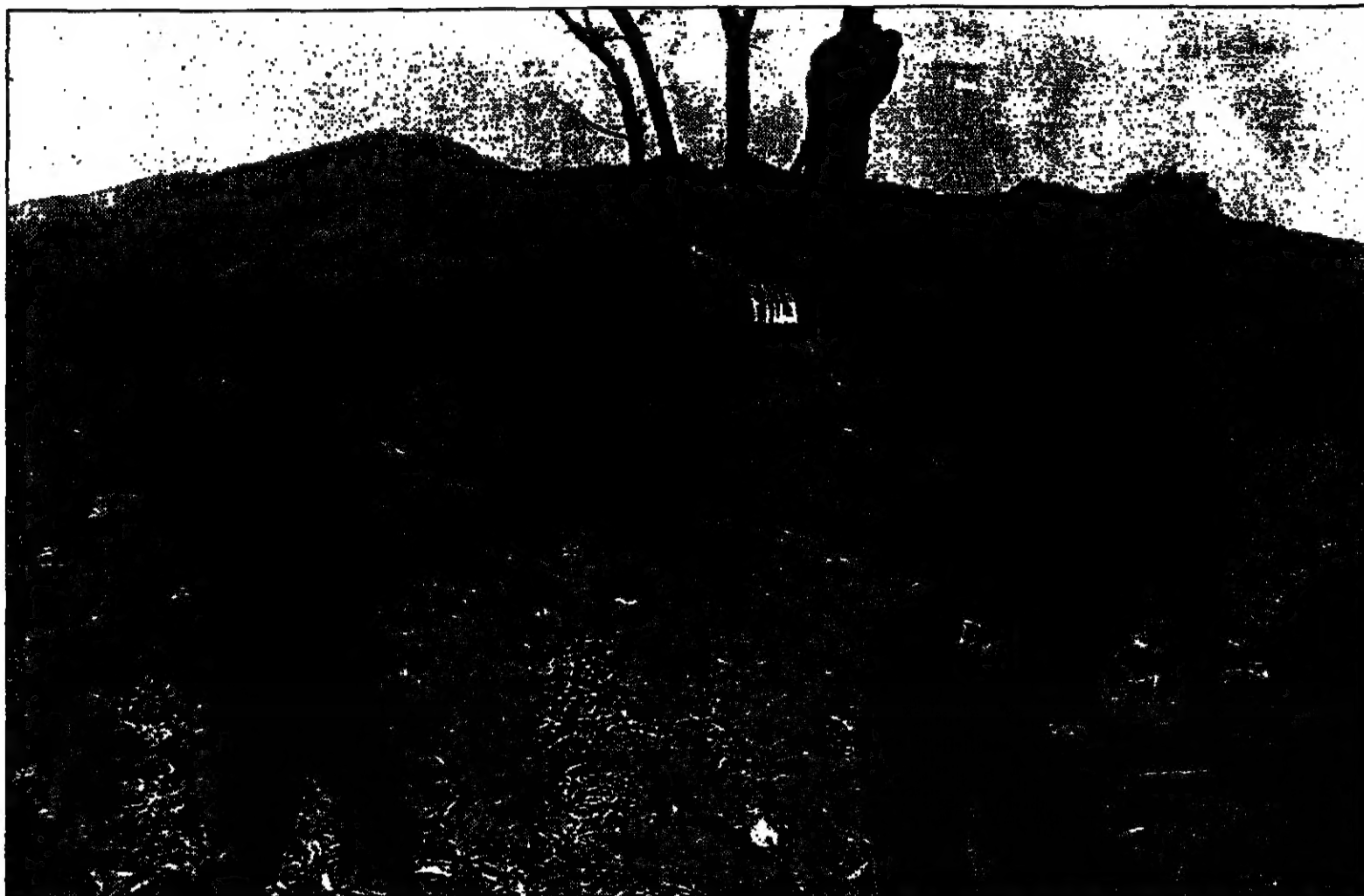
Federal officials were called in to investigate the possibility of arson, although police said that the fire appeared to have broken out accidentally in a bar on the third floor of the Indianapolis Athletic Club hotel, three levels below the one occupied by the 12 jurors and three reserves who are deliberating Tyson's prosecution for rape. Two firemen and one guest died in the midnight blaze, and ten people were badly injured.

Judge Patricia Gifford was due to reopen the trial late in the day after ensuring that the jury, being held for the duration of the trial without outside contact or television and newspapers, was in fit condition. "Mike, have you been playing with matches?" supporters shouted as the boxer entered the courtroom for the ninth day of a trial.

Former judges and other legal experts observing the trial for television networks said lawyers for the former world heavyweight champion had clearly been thrown on the defensive after compelling and often emotional testimony which appeared to corroborate the claim by Desiree Washington, an 18-year-old beauty queen, that the boxer attacked her in his hotel room last July.

But Vincent Fuller, Tyson's lawyer, has already begun to chip away at Ms Washington's credibility and in particular at her insistence that she did not engage in any sexual play with the boxer when he invited her to his room at 2am. One defence witness, a hospital chaplain, said that Ms Washington had told her that she had engaged in foreplay with Mr Tyson just before the alleged rape. Catherine Newlin of the Indianapolis Methodist hospital said Ms Washington had told her that there was some involvement. "She got to a point where she said and indicated, 'No more'. That's where she indicated it continued. There was some sense of participation."

The point could prove crucial in attempting to show how forcefully Ms Washington refused her consent to sex.



Steps to peace: a woman guerrilla of the Farabundo Martí National Liberation Front near San Salvador dancing to celebrate the Salvadorean ceasefire. Rebels and government troops were confined to security zones from yesterday under a UN-brokered accord

Boat people hit by second fire

FROM JONATHAN BRAUDE IN HONG KONG

HUNDREDS of Vietnamese boat people, some brandishing home-made weapons, stampeded from their huts yesterday after a blaze in an empty building in Hong Kong's troubled Shek Kong detention centre, where 21 people burned to death in communal violence late on Monday night.

Five women and children crushed in the mêlée had to be taken to hospital. But police were able to prevent the incident turning ugly and persuaded the frightened people to return to their dormitories. Firemen blamed the blaze on children.

Tensions have been running high in the camp since Monday night, when bloody clashes developed between north and south Vietnamese from a squabble over hot water. The refugees are waiting to return to Vietnam under the United Nations-sponsored voluntary repatriation programme.

The fighting culminated in an arson attack on a hut housing nearly 200 north Vietnamese. Ninety-two people have been arrested over the incident, which caused more than 130 injuries as well as the deaths.

Late on Tuesday night, in another section of the camp, rival groups of north Vietnamese and ethnic Chinese from north Vietnam were dispersed with tear-gas before a further fight could break out. Yesterday, as thousands of north Vietnamese waited to be transferred to another

camp for their own safety, police confiscated more than 100 crude but lethal home-made knives and spears in a trawl of the centre, which houses 9,000 refugees.

In the wake of the tragedy, which critics say should have been foreseen, the embarrassed Hong Kong authorities moved out about 1,500 north Vietnamese. Camp workers said that the remaining 1,000 northerners, who are due to be moved out later today, were living in fear of another attack by their countrymen from the south.

Northerners and southerners have long been separated elsewhere in the camps after rivalries, deeply rooted in age-old tribal and cultural differences and animosities from the war, led to regular outbreaks of violence. But officials confirm that groups volunteering to return to Vietnam were put together in the belief that they would not be violent. Over the years more fights have broken out between rival groups of north Vietnamese or with ethnic Chinese boat people.

● Peking: Underground Chinese dissidents have called on workers to set up an independent trade union on the lines of Solidarity in Poland to challenge the regime in Peking (Catherine Sampson writes).

The call comes in a manifesto printed by the "Peking free trade union preparatory committee" posted to 2,000 official trade unions throughout China.

Military 'fostering violence'

FROM GAVIN BELL IN JOHANNESBURG

COVERT South African military units have been fostering violence in black communities in collusion with political opponents of the African National Congress, a judicial commission of enquiry was told in Cape Town.

Lawyers representing *The Weekly Mail*, a newspaper that has carried reports of links between military intelligence, front organisations, and bands of killers, submit that a campaign of destabilisation is continuing on a national scale. Their allegations were made in opening arguments to the commission of enquiry into political violence, led by Mr Justice Goldstone.

David Soggot, for the newspaper, said: "Military intelligence, which has set out on a strategic policy of fostering violence in black townships... is still bent on that strategy and there is nothing to suggest that the original plan has come to an end. It is our case that such a plan was devised on a national scale."

The judge said a memorandum submitted by the newspaper, the ANC, and others, did not provide evidence of funding by the South African Defence Force of organisations involved in violence. It did, however, contain allegations of violence committed by people trained in camps set up by organisations formerly funded by the defence force, and these required urgent investigation.

Egypt arrests Israeli 'spies'

FROM CHRISTOPHER WALKER IN CAIRO

THE shaky Middle East peace process suffered a new blow yesterday with Egypt's disclosure that an Israeli Arab and his student daughter had been arrested on suspicion of spying on Egyptian military sites.

Diplomatic sources said they believed the espionage case was the first of its kind since Egypt became the only Arab state to make peace with Israel in 1979. The two suspects, Fares Subhi Misrahi, aged 41, and his daughter, Faika, a language student, were being held at the Torah maximum security jail south of the capital after their arrest on Monday in a Cairo flat.

Senior Egyptian security officers said a third suspect, an Egyptian social researcher, had been released for lack of evidence. They claimed that Mr Misrahi had broken his leg when he climbed out of a window and tried to escape.

According to the officers, policemen who searched the flat removed money and documents. They said the three were suspected of collecting information on Egyptian military and strategic sites for the Jewish state.

A Western security expert said the case was certain to increase suspicion between Egypt and Israel, which is already high because of Israel's continuing construction of Jewish settlements in the occupied territories and its refusal to negotiate land for peace.

Ephraim Dowek, the Israeli ambassador to Egypt, said

yesterday he had first heard of the arrests from reading a newspaper. "We turned to the Egyptian authorities and asked whether two such people were arrested. They told us, 'Yes, they were arrested', that tomorrow or the next day they would give us details, etcetera."

The Egyptian sources who leaked details of the arrests to journalists said that the family of the suspects had originally gone to British-mandated Palestine from Libya and had taken Israeli citizenship when the Jewish state was formed in 1948.

Since then, there have been a number of spectacular spying episodes on both sides of the Arab-Jewish divide. Since the 1979 peace treaty, almost one million Israelis have come to Egypt as tourists but few Egyptians, other than journalists and diplomats, have visited Jerusalem.

● Jerusalem: The Israeli Shin Bet security service yesterday faced a potentially damaging enquiry into the death during interrogation of a Palestinian, who claimed in court the day before he died that he was being tortured (Richard Beeston writes).

Palestinian leaders and human rights activists claimed yesterday that Mustafa al-Akawi, aged 36, was killed by a Shin Bet interrogation team in Hebron military prison on Tuesday and that possibly scores of other Palestinian prisoners have been subjected to physical abuse under questioning.

UN envoy hopes for Somalia ceasefire

Nairobi: A special envoy from the United Nations arrived in Mogadishu yesterday in a desperate attempt to bring to the negotiating table the factions who have devastated the Somali capital in more than two months of heavy fighting (Sam Kiley writes).

Earlier UN attempts to persuade General Muhammad Farrah Aidid and President Ali Mahdi Muhammad to stop fighting have failed. But David Basiouni, a UN Somali specialist, yesterday took letters to the two leaders personally inviting them to attend negotiations at the UN headquarters in New York.

The UN hopes that, if the two leaders can be persuaded to leave the country for talks, a ceasefire might be possible.

Cholera arrives

Buenos Aires: President Menem confirmed the arrival in Argentina of cholera, which has claimed 4,000 lives in South America in the past 18 months, mostly in Peru. The Argentine death toll stands at six.

Execution call

Cairo: Gamal Abdul Halim, chief justice of the Cairo criminal court, has provoked an uproar by demanding that a heroin dealer whom he sentenced to death be hanged on the street outside the youth club where he sold the drugs.

Aid fatigue

Kabul: An appeal for food aid to guerrilla-held central Afghanistan has received almost no response, a United Nations official said. Only Iran has responded by dropping food to the mountainous Hazarajat region. (Reuters)

Party slumps

Wellington: New Zealand's ruling National party has slumped to a record low in an opinion poll, ten days before an important by-election. Only 11 per cent of respondents said they would vote for the government. (AFP)

Briton held

Hobart: Zana Laws, a Briton, and Grant Maddock, an Australian, were arrested after they allegedly stowed away on a French supply ship and travelled to Antarctica to protest against the building of an airstrip there. (Reuters)

Hideout taken

Bangalore: Police have taken over the hideout where Sivarasana, the Sri Lankan Tamil suspected of plotting the murder of Rajiv Gandhi, the Indian prime minister, committed suicide, to stop it becoming a shrine. (Reuters)

Treaty missing

Singapore: With Singapore ready to commemorate the 50th anniversary of its fall to the Japanese next week, no trace can be found of the former British colony's treaty of surrender on February 15, 1942. (AFP)

Scaled down

Dhaka: Bangladesh has banned the import and breeding of African catfish for fear that they could eat local fish. A research official said the catfish could turn the country into an aquatic desert within a few years. (Reuters)

Gay scout ban

San Jose: A Californian scout troop has been threatened with the loss of its charter unless it rescinds a resolution welcoming homosexuals. The scouting movement has a national policy banning gay scouts or troop leaders. (AP)

Recession drives Tinseltown stars on to Broadway boards

FROM JAMES BONE IN NEW YORK

RON Lowe, the young film star, is probably best known for the home-video he made with two girlfriends in an Atlanta hotel room. But these days the brash actor, whose films include *St Elmo's Fire*, *Class* and *Oxford Blues*, can be seen on stage on Broadway in a 1894 French farce. John Mortimer's translation of Georges Feydeau's *A Little Hotel on the Side*, perhaps appropriately, involves a sexual escapade.

For Lowe, who plays the

naïve nephew of the woman involved, his Broadway debut offers a chance to advance his acting career at a time when the movie moguls on the West Coast are reeling from the effects of the recession. Indeed, so many film stars have forsaken Hollywood this year to try their luck on Broadway that the influx is being called the "Tinseltown Effect".

In the next six months more than a dozen film stars, including Al Pacino, Gene Hackman, Glenn Close and Jessica Lange, are to try their luck behind the

footlights. "There are an awful lot more Hollywood stars coming to Broadway," said Susan Harley, of the League of American Theatres and Producers.

The new National Actors Theatre, which is presenting *The Little Hotel on the Side*, has undoubtedly contributed to the interest in theatre among the film community. Founded last autumn by Tony Randall, it has brought Martin Sheen, of *Apocalypse Now* fame, to play in Arthur Miller's *The Crucible* alongside Michael York.

What is good enough for one big Hollywood star is obviously good enough for another. Next month, Mike Nichols, the film director, presents a cast including Richard Dreyfuss of *The Goodbye Girl*, Close (*Fatal Attraction*) and Hackman (*The French Connection*) in Ariel Dorfman's *Death and the Maiden*.

Dreyfuss was so keen to act in the Chilean playwright's tale of a woman who seeks revenge on the man who tortured her that he refused the chance to play Bacchus enthroned on a giant wine cup in the New Orleans Mardi Gras parade.

Theatre producers recognise a good thing when they see one: opening a new show in these precarious times is much less nerve-racking if a big Hollywood name is emblazoned across the theatre front.

Among the other Hollywood transfers this spring is Alan Alda, who will appear in *Jake's Women*. Neil Simon's new play, *Alec Baldwin*, best known for chasing submarines in *The Hunt for Red October*, will team up with Lange in a new stage version of *A Streetcar Named Desire*. Joan Collins will play in

Noel Coward's *Private Lives*, and Pacino will turn his *Godfather* talents to two short plays: *Chinese Coffee* and *Salome*.

Peter Gallagher, who played the cheating husband in *sex, lies and videotape*, plays Sky Masterson, the role played on screen by Marlon Brando, in the stage revival of *Gypsy* and *Dolls*. "I try to go where the work is interesting," Gallagher says. "Money isn't the primary consideration. *Gypsy* and *Dolls* gives me the opportunity to fulfil a dream. I can hardly wait to sing that music."



Life line: James Scott being winched up by a Nepalese rescue helicopter after surviving 43 days without food in a Himalayan valley. Mr Scott, an Australian medical

student lost during a trekking holiday in Nepal, had his first solid food since his rescue in a Kathmandu hospital, where he was said to be in a critical condition with acute dehy-

dration. A hospital statement said yesterday that he had developed no new complications and he continued to improve. Mr Scott, aged 23, of Brisbane, survived by eating

snow. He was rescued on Monday from under an overhanging rock in a snow-covered valley by a mountain guide, who was directing a helicopter-borne search party. (AP)

Diplomat 'to wed prince'

Masako Owada, a Japanese diplomat, is resurfacing as the most likely candidate to marry Crown Prince Naruhito as he approaches his 32nd birthday. The 28-year-old graduate of Tokyo University and Harvard is increasingly mentioned as the probable future bride of the prince, whose bachelorhood is a source of consternation for the Japanese public and embarrassment for the imperial family.

"Chances are big that the prince will get engaged between March and May and marry either in September or October", one imperial family watcher told a weekly magazine.

Bus trips to the French grave of Captain Albert Ball, VC, the first world war fighter pilot, are to start from his home city of Nottingham. Captain Ball was shot down and killed near Lille at the age of 20 in 1917 after destroying 43 German planes. He has a place of honour in a former German cemetery at Amneville.

F.W. de Klerk, the South African President, arrived in Budapest yesterday for a one-day official visit designed to expand ties after the collapse of communism in Eastern

Europe. Arpad Goncz, the Hungarian President, praised de Klerk's efforts to reform apartheid. "South Africa is attempting to solve the biggest problem of our century," Goncz said.

A piece of the aircraft that Amelia Earhart, below, was flying when she disappeared in the Pacific 55 years ago while flying around the world has almost certainly been



found on an island in the republic of Kiribati, according to the International Group for Historic Aircraft Recovery. The group said the piece of wreckage had several features, including rivet patterns and traces of a manufacturing label, which indicated it came from the Lockheed Electra that Ear-

hart was flying with Frederick Noonan, her co-pilot.

Li Peng, the Chinese prime minister, has arrived in Madrid for a two-day official visit to Spain. He is to meet King Juan Carlos, and will also have talks with Felipe Gonzalez, the prime minister.

Sean Connery has unwittingly found himself the 007 of the Scottish nationalists. The former James Bond star, who recently joined the SNP's Newington branch, has been given the membership number C007. Mairi Stewart, branch secretary, said yesterday: "We are in the middle of renewing membership and the 007 just happened to coincide with Connery."

Imelda Marcos has been asked for \$400,000 in unpaid fees from the St Francis medical centre in Honolulu where her late husband, the former Philippines president, spent his last months in 1989. The family made its last payment two months before Ferdinand Marcos died, although he had received assurances from Mrs Marcos during her husband's hospital stay that she would make good the balance.

Strike aggravates Kashmir tension

FROM CHRISTOPHER THOMAS IN ISLAMABAD

PAKISTAN was brought to a standstill by a government-backed national strike yesterday to express solidarity with Muslim separatists on the Indian side of Kashmir, marking a sharp increase in cross-border tensions.

Pakistani Kashmiris also plan a mass march to the border on Tuesday, although the government has decided to prevent them crossing over. Troops will be deployed to keep them back after India made it clear that anybody stepping into its territory would be shot, as many were in 1990 when tensions over Kashmir threatened war.

Yesterday's "solidarity day" was called by Mian Nawaz Sharif, the prime minister, largely for domestic political consumption. But it nevertheless demonstrated the extreme volatility of Indian-Pakistani ties and the continuing potential for conflict.

The rising tension will add urgency to attempts by the United States to persuade Islamabad and Delhi to restrain their nuclear arms programmes. The danger of nuclear conflict has increased because both countries have had their conventional arms capability reduced significantly by their respective loss of supplies from Washington and Moscow.

Both sides are interested in producing medium-range nuclear missiles and could have the capability within five years, according to defence analysts. American officials say that the two countries may also be considering the production of chemical weapons.

South Asia is now regarded as one of the world's most

dangerous zones for a possible nuclear war. India is believed to have abandoned plans to invade Pakistani-controlled Kashmir in 1990 after an American warning that Pakistan might respond with a nuclear strike.

Syed Zakir Ali Zaidi, director-general of the Institute of Strategic Studies in Islamabad, said that Pakistan reportedly had between two and ten nuclear bombs. "If this were so and it deployed all of them, India would not be destroyed. But India could wipe out Pakistan with only four bombs. It would therefore be suicide for Pakistan to use the bomb."

America's suspension of military sales since 1990, as a result of Pakistan's refusal to curb its nuclear arms programme, has forced the Pakistani air force to ground many of its F16 jet fighters. Tanks, armoured personnel carriers and other equipment are being used sparingly to prolong their life because spares are almost non-existent, and practice firing has also been cut to save ammunition.

India, too, is desperately short of spares for its military hardware, most of which had been bought from the former Soviet Union. Defence analysts in Delhi estimate that 75 per cent of Indian military equipment is made by Soviet factories. Some supplies are beginning to arrive again following a visit by Indian officials to Russia and Ukraine, but deliveries are unreliable.

Pakistan's nuclear capability is extremely popular domestically, which will restrain the attempts of the fragile government in Islamabad to negotiate it away.

Fiennes discovers desert Atlantis

BY NIGEL HAWKES, SCIENCE EDITOR

THE long-lost city of Ubar, in the Arabian desert, may have been found with help from the American space shuttle.

An expedition led by Sir Ranulph Fiennes, the British explorer, and Nicholas Clapp, an American filmmaker, believes it has located Ubar, described in the Koran as "a many-pillared city whose like has never built in the whole land", on the site of a tiny settlement 95 miles north west of Salalah in Oman.

Sir Ranulph said yesterday that excavations at the site, which began at the end of last year, had produced thousands of artefacts including Roman pottery, Egyptian cosmetics jars, Chinese painted stoneware and neolithic pottery dating back to 4000 BC. The finds indicate that the city was occupied for thousands of years, and formed a staging post on the route by which frankincense was carried from Dhofar to the northerly camel trails.

The city, once described by T. E. Lawrence as "the Atlantis of the sands", was found at the site of a small village called Shisr. Pictures taken by the shuttle Challenger in 1984 were used to identify the route of an old road, and to show where reserves of groundwater lay. Projecting

the vanished road eastwards until it intersected with a water-bearing body, Sir Ranulph guessed a likely place to dig.

Within four days, the excavators, from the Southwest Missouri State university, began finding artefacts. Juris Zarins, one of the archaeologists, estimates from the pottery finds that the city was occupied between 2800 BC and 100 AD. The dig has also found stone city walls, remains of seven 30ft mud-brick towers, rooms, and frankincense burners.

Sir Ranulph said yesterday that the city had been destroyed not because God was angry, as legend has it, but because it collapsed into a hole created when a limestone cavern collapsed. The city was never very big, with no more than about 100 residents, but was surrounded by many campsites where camel trains stopped.

Previous attempts to find Ubar in 1930, 1947 and 1953 failed. Sir Ranulph, who has reported the discovery to Sultan Qaboos bin Said al-Said, Oman's ruler, will propose to the Royal Geographical Society that further expeditions be mounted to continue excavation. "It must have been an impressive place," he says.

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When power is a family business

The Mussolinis are only the latest political dynasty, says John Grigg

The news that Mussolini's granddaughter Alessandra is trying her hand at politics will give pleasure to exponents of the hereditary principle. But her decision to stand as a neo-fascist suggests that, like so many other dynastic politicians, she lacks originality and is only a pale reflection of the founder.

Obviously occupations tend to run in families, probably more for reasons of environment and emulation than for genetic reasons, though doubtless in some measure for both. There have been notable musical and cricketing families, for example, as well as political families, and the latter have tended to crop up under every sort of regime.

The hereditary factor has been scarcely less apparent in the United States, with its loudly proclaimed democratic ideology, than in Britain, where democracy has emerged only in recent times, after centuries of absolute monarchy or class oligarchy.

In our history, two non-royal families have twice provided rulers of outstanding quality: the Cecils and the Churchills. In both cases there was a long interval. The Cecils were dominant under Elizabeth I and James I, and then became quite mediocre and obscure until they produced a formidable prime minister in the late Victorian period.

John Churchill, the first Duke of Marlborough, was the most powerful Englishman, as soldier and statesman, at the beginning of the 18th century; but the Churchills then went to sleep, as it were, for the best part of two centuries, until the emergence of Lord Randolph and his greater son, Winston.

The immediate progeny of first rank politicians have seldom shown remotely comparable talent. Robert Cecil, first Lord Salisbury, was one exception: he was a worthy successor to his father, Lord Bughley. And of course Winston Churchill was another. Apart from them, there is perhaps only one case about which there would be no disagreement, that of the two William Pitts who though different in character, were of roughly equal talent and merit.

The Chamberlains are a bit more doubtful. Joseph Chamberlain was a bigger man than his sons, Austen and Neville, though both of them held higher offices than he did. On the other hand, Neville — in some ways the least of the three — did become prime minister and was for a time an exceptionally masterful figure, as his father had been without holding the premiership or indeed anything more than the colonial office.

The two Wedgwood Benns are not quite in the same league as the Chamberlains, and still less in that of the Pitts. But they do illustrate the hereditary factor in politics, and there are plenty of others on the left who have done so: Hendersons, Greenwood and Silkins, for

instance. Of the two Benns, Tony has certainly been the more significant figure. Like Joseph Chamberlain, though for a much shorter period, he made the political weather.

In general, political talent seems to be subject to a law of rapidly diminishing returns. Gwilym and Megan Lloyd George were each, in their very different ways, politicians of note, but neither could seriously be compared with their father. Gwilym was very competent, but lacked his spark, and Megan had some of his spark but unfortunately entirely lacked his industry.

Dynasticism can be a menace in politics if it encourages unsuitable people to bid for power or arouses popular expectations which cannot be fulfilled. In America, too much was expected of the Roosevelts after the family had provided two remarkable presidents (consensus), and more recently far too much has been expected of the Kennedy family. In India, the magic of the Nehru name had

tragic consequences, for both the family and the country.

In Britain, the dynastic principle is enshrined in one house of our parliament, the Lords. Automatic inheritance of seats in parliament assumes that the transmission of political talent can be taken for granted, whereas actually it is at best infrequent and intermittent. If the hereditary peers were to elect a few of their number to sit in parliament, there might be some sense in the system. Even so, it would be absurd to have a second chamber consisting only of hereditary members. It is equally absurd, however, to have nominated peers sitting for life, for this has the inevitable effect of making membership of our second chamber predominantly elderly.

In democratic politics, the folly of attaching too much importance to genes should be more widely recognised than it is. Electing people merely on the strength of their names can lead to disappointment, and may even be dangerous. Nevertheless, family traditions in politics as in everything else are natural, if not predictable, and may occasionally produce good results.

Most of the women who have hitherto wielded supreme power have either been monarchs or have in other ways owed their position to birth or marriage. Mrs Gandhi is a notable example of the first, Mrs Bandaranaike of the second. Golda Meir and Margaret Thatcher are among the very few women who have so far made it to the top in politics without family advantages.

If Alessandra Mussolini were ever to become the leader of Italy, which seems most undesirable and is anyway hardly likely, her rise would be due to two hereditary assets: the name that she inherits from her grandfather, and the glamour that she inherits from her aunt, Sophia Loren.



Alessandra Mussolini: neo-fascist candidate

Peter Riddell describes how astute political advice kept the Ashdown affair from spilling over

Scandal limitation

The first rule of political scandal is that if you are in a hole, do not dig any deeper. Instead, admit all and appeal for sympathy. Paddy Ashdown skilfully did this yesterday after admitting a brief relationship with his former secretary more than five years ago. He played a weak hand well.

Mr Ashdown's statement was reminiscent of the similar confession of the Labour prime minister also being pressurised by the tabloids in the revised political thriller *A Very British Coup*. He also followed the precedent of Peter Brooke who won the sympathy of most of his colleagues a fortnight ago by apologising for his ill-judged singing of "Clementine" on Irish television only hours after a huge IRA bombing.

By contrast, those politicians who seek to obfuscate and deny generally come a cropper. If Richard Nixon had not ordered a cover-up of the Watergate break-in in June 1972, of which he knew nothing beforehand, he might not have had to resign. Similarly it was John Profumo's lying to the House of Commons

which forced him out of politics in 1963.

The curious feature of the latest events is not Mr Ashdown's brief adulterous relationship, but how it became publicly known. Violating the oft-breached political rule that one should not put anything down on paper, Andrew Phillips, Mr Ashdown's solicitor made notes on what his client had told him about the relationship. Nevertheless, it seems to have been appalling bad luck, rather than a conspiracy, that the document was leaked.

Then, to compound the difficulty, when Mr Phillips learnt that the thief was trying to sell the compromising document, he reacted by issuing an injunction last weekend which specifically referred to Mr Ashdown's personal life. In practice, this had the counter-productive effect of alerting the whole of Fleet Street and most people in the political world. The story has been the gossip of Westminster since then. It was

simply a question of how long it would take before the full details emerged, given the ingenuity and hypocrisy of many tabloids in evading the injunction.

By bowing promptly to the inevitable, Mr Ashdown may be able to gain sympathy. Only the most sanctimonious in the Commons will criticise what is by any definition entirely personal and private behaviour now several years in the past. There is no shortage of leading politicians, businessmen and even journalists who have had similar brief flings which they would rather not have discussed. Lloyd George, with his semi-bisexual relationship with Frances Stevenson in Downing Street and later, was not the only Liberal leader to have a complicated personal life. And several leading politicians have gone through separations, divorces and remarriages with scarcely any comment.

Coming after this week's other allegations about dirty tricks, the affair may shift attention to the

role of the press. David Steel, Mr Ashdown's predecessor, yesterday sought to lead a counter-attack by expressing "outrage" at the intrusion into privacy entailed in the press's exploitation of stolen documents. The record of the press could become the issue, rather than Mr Ashdown's conduct.

The political leaders, and fellow Liberal Democrat MPs, yesterday argued that the affair is irrelevant to the coming election. That may be, and should be, right, and the affair may be soon forgotten. But some Liberal Democrat MPs from nonconformist areas in the north of Scotland and rural Wales may be checking closely with their constituents this weekend. Mr Ashdown is potentially vulnerable because he has become so dominant in leading his party from the doldrums and divisions of 1988. To many voters he is the Liberal Democrat party, and his high personal popularity underpins its current 15 per cent rating in the polls. If his standing comes

in question, it may affect his party, especially since its other talent is thinly spread. Yesterday, revealingly, that shrewd old campaigner Sir David Steel played a more prominent part than he has for a long time.

Mr Ashdown's personal appeal has always been double-edged. To many natural supporters of the Liberal Democrats, his attraction is that he does not appear like a conventional party politician. Unlike John Major and Neil Kinnock, who have been active in politics since their late teens, Mr Ashdown did not make his commitment until he was 35, after a dashing military and intelligence career. He has little of the background or baggage of fellow MPs; indeed, he often slips up when discussing political history. By presenting himself as the outsider in politics, above the two-party battle, he opens himself to the charge of self-righteousness. He is just as committed to chasing power as the other party leaders.

Mr Ashdown always reminds me of Jay Gatsby in creating mystery about his past as he reinvents himself at each stage of his career. But being a buccaneer also has its risks.

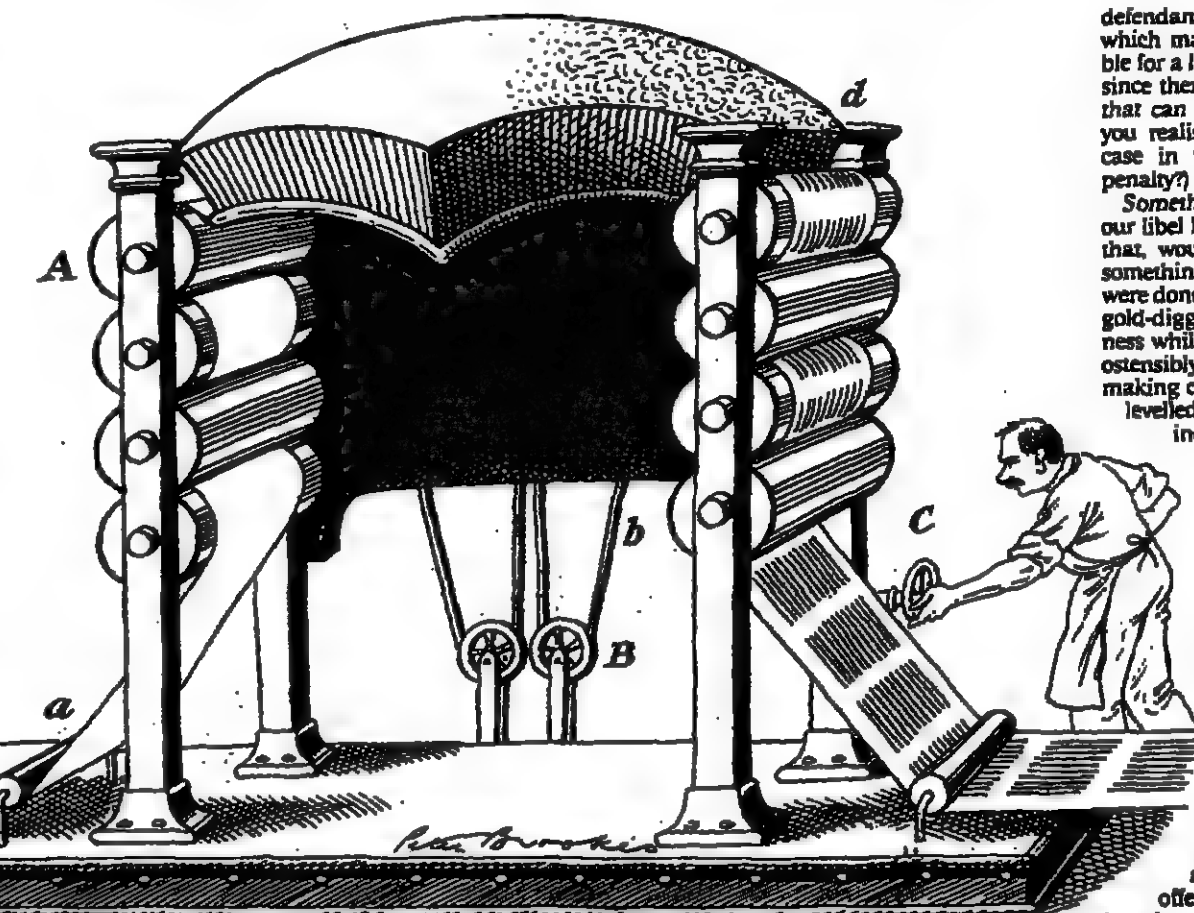
Come on then, sue me

If I begin a sentence, or indeed if any other journalist begins a sentence, "Something must be done about the libel laws," there will be a virtually unanimous chorus from the readers of "Well, he would say that, wouldn't he?" Yet something must be done about the libel laws.

The first thing that must be done is to recognise what is happening under our present laws. Jurists, who almost always try libel cases, have clearly adopted an attitude which has practically nothing to do with the gravamen of the case before them. That, from me — the sworn upholder of the jury system in the teeth of those (usually the judges) who would abolish or limit it — sounds like apostasy, but it is nothing but old-fashioned alarm. For if the pattern continues as it is, the developments we shall see will be not new libel laws but a powerful challenge to the jury system itself, with its crucial role that a defendant be tried by a jury of his peers.

What, then, do I mean when I say that libel juries have abandoned their duty for an entirely different concept of fitting the punishment to the offence? We do not need a royal commission taking five years to report to tell us that what libel juries are doing is not just "fining" those whom they specifically deem deserve it, but using the power with which they are entrusted to adopt a general policy of punishing the newspapers of this country, and in particular the less expensive ones, for the disgust and outrage they see, or think they ought to see, when they read our national press.

Tabloid newspapers are read by many millions of people, and it is beyond credulity to think that none of those millions ever fetches up in a libel jury, where — no amateur psychiatrist I, but no fool I either — they relieve themselves of the guilt they feel for the lubricious pleasure they get out of the latest scandal, to say nothing of the excitement they



Bernard Levin bemoans a law which mocks justice

get from the titbits on page three.

The result is what we see now virtually once a week. It is almost impossible for any individual, much less a newspaper (there is another goldmine, smaller but growing in television) to defend a libel case with any chance of succeeding, however flimsy or even absurd the plaintiff's case. Indeed, to find a recent victory for the defence you have to seek one with a defendant as tough as Norman Tebbit, and even he might have lost had he not been up against that clown who wouldn't go into the witness-box himself but pushed a female employee into it to speak for him.

Not only is there practically no chance of a newspaper winning a

case, but those which courageously fight on instead of settling out of court are virtually certain to suffer even heavier damages for their temerity. And as for those damages, they are now so insanely out of kilter with anything the plaintiffs have suffered (which in at least seven times out of ten is practically nothing at all) that the very lawyers must be tempted to give up the Bar and become full-time rakes in more than they do now.

It was Lord Hailsham, during his disastrous time on the Woolf sack (go on, Quaggers, sue me) who was responsible for the law which prevents any member of a jury revealing anything that passes in its deliberations. The result is

that we cannot know how grossly some libel juries are breaching their oath. And the result of that is a situation in which libel is a coconut shy which guarantees a coconut with every throw.

The plaintiff does not have to prove his case; he can sit tight and demand that the defendant must prove his. And as for interpretation, it is perhaps the biggest scandal of all: again and again we see plain, familiar words turned inside out, upside down and left to right. Yes, both sides do that: the plaintiff makes the words look as wicked as possible, and the defendant makes them as mild as can be. But the law then tilts the scales, for the jury may do nothing but say whether it finds for the

defendant or for the plaintiff, which makes it virtually impossible for a libel defendant to appeal, since there is nothing in the case that can be challenged. (And do you realise that libel is the only case in which the jury fix the penalty?)

Something must be done about our libel laws. (Well, he would say that, wouldn't he?) But for once something can be done, and if it were done, it would at once put the gold-digging plaintiffs out of business while giving them what they ostensibly want — a statement making clear that the accusations levelled at them were baseless. If, indeed, they were.

The rock in the path of a sensible libel law is the fact that a plaintiff does not have to show that he or she has been harmed by the allegations; the law assumes harm, and as we see, harm, however imaginary, is now rewarded with the riches of El Dorado. If it were necessary to prove harm, the weeping plaintiffs (takes out onion) could always get their costs and a statement that the offending words were unjust, but they would not leave bowed double under the weight of gold.

Well, he would say that, wouldn't he? Yes, but not in the way you might think. I have not been sued for more than 20 years, and considering that a substantial proportion of what I write is well calculated to annoy somebody, or even everybody, I think that is not at all a bad record. In those years, I have from time to time apologised in print to people whom I have offended unjustly, for although I like annoying many, I have no wish to wrong even one; without exception the apology has been graciously accepted, and one to whom I apologised became a firm friend.

O si sic omnes! Which is the Latin for "Mind you, when the new libel laws are enacted I shall say the most appalling things about Hattersley."



...and moreover
CRAIG BROWN

April 10, 1992: Now that the general election is over, commentators are hailing it as one of the most pleasant and good-humoured in living memory.

It is curious to recall that as recently as February, many senior politicians were worried that it would degenerate into a quagmire of acrimony, muck-raking and mud-slinging. But that was until the dramatic intervention of Liberal Democrat campaign organiser Des Wilson, who, speaking live from his Lincolnshire home to the *Daily Mail* on February 3, implored all parties "not to debase the democratic process" and to "keep it clean".

Shamed by this moving plea from the elder statesman of British politics, politicians on all sides rallied to the cause of pleasantness. Throughout the campaign, not a mean or dishonest word was spoken by anyone, as can be gauged from this election diary.

February 24: Dr Jack Cunningham launches a new Labour poster campaign, targeting the Conservative record on the NHS. The slogan, "Rather Than Us?", alerts people to what a very hard job it is to balance the books and keep everyone in the pink of health. Mr Chris Patten immediately steps in. On *The World at One* he declares that Labour could probably manage the NHS just as well, and that "to be honest, we're bored stiff with being in charge of it".

February 29: Patten launches a Conservative poster campaign

directed at the trade union influence over the Labour party. The hard-hitting slogan is "Nothing Much To Worry About". Calling an immediate press conference, Mr Roy Hattersley denounces Conservative Central Office. "They're being far too kind — we've still got quite a number of union bosses breathing down our necks," he laughs. "But nevertheless I'm most grateful to Chris for underplaying it so kindly."

March 14: The election campaign proper gets underway. A Labour party political broadcast filmed by top director Mike Leigh shows Mr and Mrs Neil Kinnock stumbling along a Welsh cliff-top, squabbling about whose turn it is to put the bins out. It ends with Mrs Kinnock stalking back to her car in a huff, and driving off, leaving her husband stranded. The slogan at the end of the film is "Nobody's Perfect. Vote Labour (we could be worse)".

March 17: The Conservative party political broadcast features Jeffrey Archer speaking authoritatively on a number of important topics from his Grantham home. The film ends with the slogan "We're Not All Like Him: Grit Your Teeth and Vote Conservative".

March 23: Tory newspapers publish allegations of "secret charity donations" by top Labour politicians. They reveal that "cash sums from the pockets of senior Labour politicians are helping the poor and needy". A Labour spokesman denies all knowledge, saying "It may be

true, but frankly I doubt it. Most of us are saving every little bit we can in case a Labour government gets in".

March 29: Rumours surface in the *Daily Mirror* of complete fidelity within the marriage of John and Norma Major, dating back many years. Numerous country-and-western singers, go-go dancers and bit-part actresses come forward to testify that they have never met the prime minister. Meanwhile, at a morning press conference, Roy Hattersley counters a suggestion put forward by Chris Patten that "The Labour party has formidable financial know-how" by admitting that "when it comes to sums, I'm all fingers and thumbs".

April 1: With the two main parties neck and neck, the Liberal Democrats grab headlines by launching a new policy document, *An End to the Politics of Consensus*, declaring that "the endless see-saw of post-war politics, the stranglehold over our land from the dogmas of left and right, has served Britain remarkably well in the last fifty years". Worried that their file too is slipping, the SNP issue a party political broadcast with shots of leader Alex Salmond waving to camera beside Nelson's column, *Madame Tussaud's* and the Houses of Parliament. "London: not such a bad place to be governed from after all" runs the final slogan.

April 9: Polling day. Mr Ian Paisley is again elected with the largest single majority in the House of Commons.

Monarch for all to survey

HOWEVER gripping tonight's BBC fly-on-the-wall film marking the Queen's 40th anniversary, an even more interesting programme has been left in the hours of videotape on the cutting-room floor. Among the scenes which will not be shown are Mrs Thatcher's final audience with the Queen, when she formally offered her resignation, and John Major arriving for his audience shortly afterwards in his hands.

These moments of constitutional history were part of the documentary until a few weeks ago, when they were mysteriously dropped. Edward Mirzoeff, who spent more than a year producing the film, denies Palace interference. "Huw Weldon once told me you have to kill your darlings. That is what I did. They were originally in, but they did not fit. We had complete editorial control."

More than 34 hours of film were cut, and the editing ended only last Saturday. The Queen saw the final version on Tuesday at a private Bada preview with Prince Philip. "She did not express an opinion, and we would not expect her to," says Mirzoeff. "But she was smiling when she left."

The unused material remains the property of Buckingham Palace, but will be stored at the National Film Archive. "It will never be seen," says Mirzoeff. "There is no chance of any of it ending up on *It Will Be Alright on the Night*". The Queen, who had microphones in the posies she carried on walkabouts, among the potted plants around the palace, and under her cardigan during formal audiences, never had to tell the film crew when they were not wanted. Mirzoeff says: "We could tell just by a look."



As predicted, the Queen will pass her 40th anniversary quietly today, leaving Sandringham only to visit a hospice founded by her Sandringham doctor, Dr Hugh Ford. Such a low-key approach has become traditional. Only two monarchs since the first Elizabeth have lived to see such an anniversary. On October 25, 1800 The Times reported that George III had received "the compliments of the nobility" at Windsor, a chore he got over as swiftly as possible in order to go deer-hunting. On June 20, 1877 Queen Victoria spent the morning walking with Princess Beatrice at Balmoral, and in the afternoon the pair went for a drive. She must have enjoyed herself, however, for the Court Circular records that on the following day she did exactly the same.

Mane attraction

AT TEATIME yesterday, more than five million pre-teen viewers were asked by Douglas Hurd for their help. The Foreign Secretary had yesterday morning unveiled Britain's logo for its presidency of the EC, beginning in July. But Britain cannot take over until the logo's lion has a name, explained Juliet Morris, presenter of the children's programme *Newsround*. The logo has been a thorn in the paw of the FO from the beginning.

A dozen designs were rejected before a dizzy looking Leo by the London company Minale Tattersfield was finally chosen. Then John Major complained that the king of the jungle did not look energetic enough. The lion was redrawn, the paw raised, the stance changed from "stagnant" to "passant", and the tongue came out. The FO was at pains yesterday to insist that the lion, whose name will be chosen by Hurd later this month, has nothing to do with electioneering. One is almost inclined to believe them: Hurd plans to invite the winning child not to a photo-op day out at the zoo, but to watch him at work in his Whitehall office.



Roadshow?

WAR has broken out in the antiquities world with the news that the British Antique Dealers' Association is to: run its own fair this year to rival the Grosvenor House event. Ever since the early 1980s, when a chambersmaids' strike at the Grosvenor House Hotel forced dealers to pick up their Chippendale and move to the Royal Academy, many have been hankering after another opportunity to control their own show.

The BADA fair will take place at the Duke of York's barracks in May. "It's one of the association's greatest achievements in 75 years," says council member Alison Sampson. "There's plenty of room for both fairs." However, there has long been criticism of Evan Steadman Management, originally employed by Lord Forre to lure the fair back from the RA to his hotel. "They take a percentage of everything, even a cup of tea," says a leading dealer. Steadman is unperturbed. "The Grosvenor Fair will not lose out. It is international renowned and serious dealers won't be able to do both."

The Time Capsule

FEW literary biographers have the advantage Michael Foot will enjoy when he sits down after the election to start work on his next subject, H.G. Wells. Peter Ackroyd never knew Dickens, and Michael Holroyd never met Shaw. Foot, however, who died almost half a century ago, but became his editor, and can claim a posthumous blessing from Wells for the project.

"We met during my first weekend at Cherkley, Beaverbrook's country residence in 1938," says Foot. "Wells was one of my literary heroes, and meeting him was even better than the expectation." Within four years the young Foot had become editor of the *Evening Standard*, and was publishing his hero's work in a series of influential articles about the course of the second world war.

When Foot sent Wells a copy of his own book, *Beaverbrook*, Wells replied in a letter: "It is magnificent. Do it again and again." The biography should be published in time to mark the centenary of one of Wells's most famous works, *The Time Machine*, in 1995.



FORTY YEARS ON

Forty years ago today the Queen, on holiday in Kenya with her husband, was told that her father had died and that she had acceded to the throne. There was much talk of a new Elizabethan Age to succeed that era of austerity. There were few doubts over the robustness of the monarchy to preside over that age.

Forty years on the shy princess of 1952 has grown into a vastly experienced matriarch, one day surely to equal Queen Victoria in longevity and distinction. Most Britons have never known a time when she was not on the throne. The Queen has a longer continuous insider's knowledge of national and international affairs than any of her ministers and civil servants. She is a fixed point, an icon in a changing world quite separate from her constitutional status.

The monarchy has seen some turbulence, some would say increasingly so. Bagehot's "dignified" part of the constitution has occasionally lurched towards indignity. The marital upsets of some members of the family may not have been more serious than those of families at large. The antics of sons and daughters and their spouses have been naturally attracted publicity. It was inconceivable that they would not. But the exercise in making the royal family seem more "normal" has diminished much of its former mystique.

This has opened the institution to wider questioning. Traditional deference for such established institutions has been replaced by widespread scepticism. At the Queen's accession, only a small fraction of her subjects could be termed republican. The spirit of today may be no more republican, but it is more radical in its questioning. The strength of the monarchy must lie in its being able to answer such questions: to justify its claim to status by reason, not by faith.

In 1952 the case for the monarchy as a constitutional longstop, as an embodiment of a democratic state "enshrined in mystery", could just be sustained. That was before all parties elected their leaders and the

procedures for summoning parliaments and changing governments were less clearcut. Monarchical discretion has today all but vanished and political theorists find it ever harder to envisage predicaments in which it might be relevant.

The monarchy can no longer claim to be the pinnacle of a ruling elite, the paragon of society or the custodian of standards of family virtue or national grace. What is greedy to the Queen's personal credit is that she has taken this abode and steadily altered the pattern of her work and thus her role. She has been careful not to identify with the traditional landed aristocracy. Her annual diary is more akin to that of a lord mayor writ large than a monarch or a grande dame. In the coming years, she might well carry this change further, by pressing for a less class-ridden honours system. She and her advisers must also review the status of her financial relationship with the Exchequer, which is now being questioned even by those whose loyalty is beyond reproach.

There is no doubt that the British crown will survive into the next century. Monarchy, that is the hereditary embodiment of statehood, is even experiencing a mild resurgence on the continent of Europe. But its essential oddity demands peculiar qualities in those on whose head the crown rests. Key to its strength in Britain is the personality of the Queen herself, the conscientiousness, decency and seriousness with which she takes her work. Scandal or indolence on her part would have rendered the institution unsupportable.

There are many other schemes for embodying statehood. Britain can claim to have one that serves its purpose and is both stable and popular. Monarchy may be rooted in the luck of birth. But for 40 years that luck has been shared with the British people. To have shared it so successfully is no small achievement for the Queen. On this anniversary she richly deserves the nation's congratulation and gratitude.

FREE THE CAR MARKET

Suppose *The Times* were to decree that it would supply only newsgazettes that refused to stock its rivals: that one newsgazette could not own more than a handful of outlets; that the newsgazette could not advertise outside its area; and that it could sell only a specified number of copies of the paper. The idea is laughable. But substitute "Ford" for this venerable title and the picture describes how most new cars are sold in Britain. Full marks to the Monopolies and Mergers Commission for pointing out the absurdities of the current system. Only six out of ten, though, for its half-throated recommendations for change.

Now that Incheape is taking over TKM, it may have to sell some of its Ford dealerships because the new, merged company will bust the limit imposed by the car manufacturer. The car companies justify the ceilings they impose on the ground that "they prevent an undesirable concentration of power in a single dealer's hands", according to the report. Undesirable for the manufacturer, perhaps, but not for the consumer. This restrictive practice has prevented any dealer becoming large enough to exercise clout against suppliers. A dealer with more outlets could win economies of scale and negotiate lower prices, which it could pass on to its customers. The MMC wants the ceilings lifted.

Suppose such a dealer wanted then to advertise that it charged the lowest prices in the north-east. This, too, would be forbidden by the manufacturers, which accept that discounting goes on but dread the idea of one dealer publicly undercutting another. The MMC recommends that dealers should be allowed to advertise where they like.

If, helped by the MMC, such a dealer advertised nationally, and found customers flooding in from outside its normal territory, its supplier, worried that this discounting was setting a precedent, might simply

stipulate the maximum number of cars the dealer was allowed to sell. The showroom would have to turn away custom. The MMC says the supplier should have no such right.

But why not take competition to its logical conclusion? Why should any shop be prevented from selling new cars? And why should not one dealer sell whichever brands it likes? It would not need to stock all the models on offer. Three-quarters of customers who go to buy a new car know exactly what type they want, down to the colour and the trimmings. All they look for is a good price.

If any company were allowed to supply any brand of car to the consumer, competition would undoubtedly increase, helping prices to fall. But the British obsession with company cars would still work against the private buyer. Fleet buyers can secure huge discounts on their cars, and dealers claw back their profits by charging a premium to individuals.

This government has gradually increased the tax levied on company cars, but while employers and employees gain anything from payment in kind rather than cash, the perk will continue to be popular. Around half of all new cars are bought by companies, far higher than in any other European country. Private customers bear the cost, and because they drive on the left, they cannot easily buy their cars more cheaply on the Continent.

If the government were serious about making the car market more competitive, it would end the tax regime that encourages these distortions. If it were braver still, it would lift all restrictions on the import of Japanese cars into Britain. This side of an election, it will do neither of these things. Peter Lilley, the trade secretary, has decided not to alienate any voters. He has announced two months of consultation, leaving himself no time to report back before his party goes to the country. A pity.

A PRIVATE AFFAIR

Paddy Ashdown, leader of the Liberal Democrats, made a statement yesterday about an incident in his private life five years ago. He had confided the details to his lawyer, whose confidential notes were stolen from an office safe and offered to a newspaper. Mr Ashdown compounded this misfortune by returning to his learned friends and trying to suppress all news of the affair. But injunctions to prevent publicity rarely achieve their goal, least of all when they cover an admitted truth. In this case Mr Ashdown's injunction was a red rag to the bulls of Fleet Street.

Mr Ashdown's private life is his own business as long as it does not affect the manner in which he performs his public office, for instance by weakening the credibility of his public statements. Whether marital fidelity ever does so is debatable; in this case it would be extreme to make such a judgment. Many people in public life have committed adultery. The consequences may sometimes impinge on their public duties, usually they do not. Certainly no public good is served by the relentless pursuit of past indiscretions.

In Fleet Street's weasel words it is sometimes claimed that, however private the original matter, a politician's reaction to intrusion justifies publicity and censure ex post facto, often after the victim has been goaded into a lie. In this case, the argument cannot be sustained. The affair only came to light as the result of a criminal act. Within the terms of the new code of press conduct, Mr Ashdown's injunction should have been unnecessary. Many politicians make little secret of such affairs but rely on the discretion of the press to good effect. The best that can be said for press behaviour over the past few days is that it was an infuriated

reaction to what was seen by some newsgazettes as a crude gagging writ. The old maxims hold good: put nothing on paper, tell nothing to a lawyer.

Where now stands Mr Ashdown's right to privacy? Yesterday he acknowledged at least his own hamfistedness by making a clean breast of the affair. He voluntarily surrendered privacy for the sake of pre-election damage limitation, inviting publicity even from newspapers that would have respected his privacy heretofore. The right to privacy of the lady in the case, which at first was surely close to total, was also surrendered by her when she summoned reporters and photographers for an appointment this morning.

Even after the event, Mr Ashdown's conduct has not been so questionable as to call in doubt his suitability for office. The case is more likely to fuel the politicians' desire for revenge on the press. "Public interest" is the most double-edged of all excuses for intrusion into private life. Relevance to public office is the test. The "public interest" by no means excuses everything that can be dressed up to "interest" a prurient "public".

Those who seek election to office must expect to sacrifice some privacy. There is nothing new in this. Trollope's Quintus Slide showed that Victorians were, if anything, even more vulnerable to press intrusion. But politicians do have some right to privacy. The extent of this right is impossible to define, since it lies embedded in the shifting conventions of public taste. But the right must be respected if the burden of public office is not to become intolerable. Mr Ashdown has come clean and is paying the price, with 24 hours of hell. Once the price is paid, that is surely an end of the matter.

'Financial trap' in Trident choice

From Lord Orr-Ewing

Sir, As Civil Lord of the Admiralty when the Polaris agreement was reached in 1962, I firmly believe that the proposed reduction in American and former Soviet nuclear stockpiles, though welcome, are completely irrelevant to our need to replace Polaris by Trident.

First, we have always followed a policy of minimum strategic nuclear deterrence. This means having enough nuclear warheads capable of inflicting an absolute—not a relative—level of damage on a potential attacker sufficiently great to deter him from nuclear aggression. The superpowers have not followed such a policy, acquiring instead enormously bloated nuclear stockpiles.

Just as we decided our minimum nuclear requirements in the past without reference to superpower totals when they were dramatically rising, so we must choose our minimum requirements for the future without reference to those totals now they are due to fall.

Secondly, in determining the number of warheads needed for the next 30 years, we must choose a system sufficiently flexible to constitute a minimum deterrent not only at the start but also at the end of that 30-year period. When Polaris came on stream in the late 1960s, it was fitted with what was hoped to be enough penetrating capability to last its lifetime. In any case, as I recall, it was the best available at that time. Yet, within six years of deployment, Soviet anti-ballistic missile developments had already thrown that calculation into jeopardy.

The result was the enormously expensive Chevaline upgrading programme in the 1970s—less than a decade into the life of Polaris. At 1980 prices, the initial cost of the entire Polaris programme was just £1.7 billion; but the Chevaline upgrading added another £1 billion—almost 60 per cent of the original programme budget.

By making the right decision about Trident, we can avoid any such financial trap in the future. Rigidity to choose exactly the same warhead total for the next 30 years as has sufficed as our minimum since the Chevaline upgrade is to assume that proliferation dangers and ABM defences will not increase and improve respectively during the lifetime of Trident. That would be a reckless assumption.

Yours faithfully,
IAN ORR-EWING,
House of Lords,
February 3.

Treating joy-riders

From Mr Michael Ward

Sir, Sir Frederick Lawton (Law Times, February 4) puts his finger on the central fact about young car offenders that calls into question the thinking behind the Aggravated Vehicle-Taking Bill. As he indicates, from a lifetime's experience, most car crime is committed by those aged 16 to 18 who act often on impulse. For them, there is no deterrent effect from custody or the threat of it. Worse, imprisonment is known to criminalise the young.

So it is surprising that Sir Fred should still advocate the failed "short sharp shock" regimes of earlier years. Anti-social behaviour with cars is checked, and positive activity encouraged, by the 50 or so motor projects run or supported by probation services with welcome but modest funding by central government.

Expansion of these projects is not only good value when compared with the high cost of prisons: they reduce re-offending and prevent crime.

Yours sincerely,
MICHAEL WARD
(Assistant General Secretary,
Association of Chief Officers of
Probation, London,
212 Whitechapel Road, E1).

Ostrich farming

From Mr Richard I. Lund

Sir, We need not worry too much about ostrich farming in the UK (letter, February 4).

Whilst I have no doubt that these fine birds reared in this country will have a different taste than those from Africa, the ostrich steak I consumed earlier this year in Kenya was extremely tough and very, very gamey, something I suggest not particularly appreciated by the British palate.

Yours faithfully,
RICHARD I. LUND,
5 Spencer Park, SW18.

Somerville move

From Mr Robert Nowell

Sir, Philip Howard's memory has played him false (article, February 5). It was surely during the war that the practice disappeared of Somerville women having to move their beds into the corridor when entertaining men to tea: certainly none of my Somerville girl-friends was obliged to indulge in furniture-moving when I was at Oxford between 1948 and 1952.

Yours faithfully,
ROBERT NOWELL,
2 Tudor Road,
New Barnet, Hertfordshire.

Letters to the editor should carry a daytime telephone number. They may be sent to a fax number—(071) 782 5046.

LETTERS TO THE EDITOR

1 Pennington Street, London E1 9XN Telephone 071-782 5000

Disputed risks of hormone therapy

From Mr John Studd

Sir, The shocking headline to your February 1 report on hormone replacement therapy, "HRT can be as addictive as heroin", cannot be justified by the contents of *The Lancet's* "Viewpoint" paper on which your report was based.

The historical comment which you quote—one has to remember that heroin, cocaine, amphetamines, bromides, barbiturates and opiates were all initially regarded as safe—was made about dependence. That is the only reference to heroin, and there is nothing here for disagreement. But it says nothing about the benefits or risks of HRT.

Oestrogen therapy for the post-menopausal woman is probably the most important advance in preventive medicine in the western world for half a century, with fewer heart attacks, fewer strokes, fewer osteoporotic fractures, less depression and an extra year or two of life. To liken this to heroin addiction is an aberration.

It has been claimed that dependence occurs with oestrogen implants. I have no doubt that many patients formerly brutalised by insomnia, fatigue, depression, and depressants and the occasional episode of electro-convulsive therapy (ECT) are dependent on the good health achieved by effective HRT. Is this really a cause for concern?

Yours sincerely,
JOHN STUDD
(Consultant gynaecologist,
King's College Hospital,
Denmark Hill, SE5,
February 5).

From Mr Andrew Fraser

Sir, Mr John Studd, according to your report, suggests that there is no cause for concern about HRT addiction, as users may be just "addicted to feeling better". I cannot agree.

We see in this unit over 400 new problem drug-users each year, all have got into the most acute problems through their use of drugs such as cannabis, amphetamines, ecstasy, LSD, heroin and cocaine. The vast majority of this pool of problem drug-users would advise us that in the early stages of their drug careers they took the drugs simply because they made them feel better.

If this is so, then there is cause for concern.

Yours faithfully,
ANDREW FRASER (Director,
Drug Advice and
Information Service,
38 West Street,
Brighton, East Sussex,
February 2).

Pre-election smears and stunts

From Mrs Patricia Duce

Sir, As an alternative to the current outbreak of smear and knock-down tactics in this pre-election period, could we hear more about the parties' clear, positive proposals for the country's life, rather than their opinions of each other?

And bearing in mind the potential effect on all those other European countries now looking for something new, shouldn't these proposals have some content of idealism—sadly missing from what we have heard so far? George Brown dared to say publicly in the run-up to the 1964 general election:

If you ask me what I would like more than anything else, it is to be a member of a government which, whatever the risk to immediate achievement, whatever the cost to immediate rises in standards, raises again the flag of idealism.

It seems that flag is still waiting to be raised. If it were, and we managed to respond, surely the chances are this would have more significance than, say, rearranging the taxation systems, desirable though this may be.

Yours faithfully,
PATRICIA DUCE,
Flat C, 10 The Mount,
St Leonard's-on-Sea, East Sussex,
February 3.

From Mr John Stales

Sir, "This is not simply a matter of smears and stunts such as yesterday's sensationalising and distortion of routine contacts between

From the Director of the National Osteoporosis Society

Sir, HRT is mainly given in the form of tablets and patches, and the authors of the *Lancet* paper cite no evidence that either of these forms of treatment is in any way addictive. Implants are another very effective form and have as good a safety record as the other two.

In fact, this society's concern is that the average duration of use is only 15 months, which is inadequate to prevent osteoporosis (bone-wasting disease). The general public's view of heroin is that it is a dangerous substance which eventually kills, whereas HRT has prolonged the life and the quality of life of thousands of women.

The safety record of HRT is well documented, yet the *Lancet* authors fail to mention the numerous publications concerning the safe long-term use of HRT over the past 30 or 40 years. Ask any of the hundreds of thousands of osteoporosis sufferers we know if they wish they could have been given the opportunity to take HRT when they were 50. It would have saved them their dependence on strong painkillers now.

Yours etc.,
LINDA EDWARDS, Director,
The National Osteoporosis Society,
PO Box 10,
Radstock, Bath, Avon,
February 1.

From Dr Kathy Lang

Sir, For *The Lancet* to mention oestrogen in the same context as heroin and cocaine seems a trifle excessive, since neither of these substances is manufactured in the body as an essential part of a human function. Nor did your report of its article mention that the levels of oestrogen used in HRT are minute compared with those generated naturally during pregnancy.

The massive levels of oestrogen produced in pregnant women, coupled with this "discovery" of the feeling of well-being they produce, raises an interesting point: may much of the clinical post-natal depression experienced by many women be due to the sudden withdrawal of oestrogen?

If it were, phased supplementation of oestrogen might go far to eradicate this curse.

Yours sincerely,
KATHY LANG,
Ro Dew, West Looe Hill,
Looe, Cornwall,
February 3.

Labour leaders and Soviet officials" (Peter Riddell, February 3).

Is not a party's relationship with a potential enemy important? Was not the whole thrust of Soviet policy, prior to Mr Gorbachev, to back the anti-nuclear left in this country in order to remove both our nuclear deterrent and the American commitment to Nato? Was not it also their policy to offer financial aid to the striking miners in the hope of bringing down the Thatcher government?

Surely, Sir, those are not simple matters of smears and stunts?

Yours etc.,
JOHN SCALES,
10 Highbury Terrace, NS,
February 4.

From Sir Rupert Hart-Davis

Sir, I cannot be the only one of your readers who is satiated by the ghastly faces and voices of politicians trying to sling mud at each other every day. I remember the good advice of W. B. Yeats:

A statesman is an easy man.
He tells his lies by rote;
A journalist makes up his lies
And takes you by the throat;
So say at home and drink your beer
And let the neighbours vote.

Yours faithfully,
RUPERT HART-DAVIS,
The Old Rectory,
Marske-in-Swaledale,
Richmond, North Yorkshire,
February 3.

Watercolour museum

From the Secretary of the Royal Watercolour Society

Sir, This society's council agrees with Dr Prochaska (letter, February 1) that there is a need for a museum in London to display the history and current practice of watercolour painting in England, and of course throughout the United Kingdom.

When Michael Heseltine invited proposals for the appropriate future use of Somerset House, those forthcoming were doubtless many and varied. Surely it would, however, be most appropriate for this architectural masterpiece of Georgian London to become a heritage centre for the visual arts. The holdings there of the Courtauld Institute (which include some fine watercolours) might thus be accompanied by compatible collections.

Included in such a treasure-house could be a museum of watercolours. As they are generally of modest scale and are subject to rotation of display because of their vulnerability to light, the scale of the museum would not need to be great.

If the Royal Watercolour Society were to move to Somerset House, it would be able to enhance its programme of museum and thematic

exhibitions. It could also display changing selections from its superb permanent collection of watercolours, which is now on loan to the British Museum because of the paucity of our existing facilities.

Of equal importance, as Dr Prochaska intimates, the society's activities to promote the enormously popular contemporary practice of watercolour through exhibitions and education could be expanded.

Yours faithfully,
MICHAEL SPENDER, Secretary,
Royal Watercolour Society,
Bankside Gallery,
48 Hopton Street, Blackfriars, SE1.

From Mr Gerard Stamp

Sir, In Norfolk we are lucky to have in the Norwich Castle Museum one of the finest provincial collections of watercolours in the country, a large selection from which are on permanent display.

While it is always a pleasure to delve into the treasures locked away in the print rooms of the Victoria and Albert and British museums, should they not be exhibited for all to enjoy?

Yours faithfully,
GERARD STAMP,
Mill Barn, Westgate,
Binham, Norfolk.

Two cheers for three sections

From Mr Geoffrey E. Smith

Sir, As one who left your readership four years ago—and wrote and told you why in no uncertain terms—I write now to express my appreciation of the current direction, content, and format of the paper.

Actually I "returned to the fold" about a year ago, having seen the recovery to excellence that had been made; but since I wrote of my displeasure when you erred, it seems only right that I should applaud when you please. Your recent change to three sections is another great improvement as far as this family is concerned.

Your very satisfied reader,
GEOFFREY SMITH,
Courtnashbury,
Moreton Morrell, Warwickshire,
February 3.

From Dr M. D. E. Evans

Sir, I hate the new *Times*; awful coloured snaps, multiple flimsies, editorials away from the centre page (where you can fold the paper without its falling apart).

Why don't you give up the broadsheet format as your heart's not in it? If I continue to buy it, it will only be for the crossword.

Yours sincerely,
MARGARET EVANS,
6 Oakhurst Close, E17,
January 29.

From Miss Stevie Pattison-Dick

Sir, On January 29 you published a photograph of Mr Abram Games's poster for the Underground, with its evocative slogan, "Trains every 90 seconds". Such excellence would no doubt ensure that each passenger got a seat and could comfortably read the new three-page *Times*.

However, since that is now beyond British Rail or London Regional Transport, I would hazard a guess that the designers of my "new look" paper do not have to travel in the rush hour and cope with all segments whilst standing all the way to Liverpool Street.

Yours faithfully,
STEVIE PATTISON-DICK,
3 Sawyer Close, Lion Road, N9,
January 29.

From Mr James Bowman

Sir, A splendid innovation! Now a part to hand to each irritating person who sits to the left or right of me on Network SouthEast, and attempts to read my copy.

Yours faithfully,
JAMES BOWMAN,
31 Florence Road, SW19,
January 27.

From Dr James Cope

Sir, You now offer your readers Life & Times, a first leader on the social life of an American politician (January 29), and details of the private lives of those who appear to be ready to offer them.

A far cry indeed from the staidness with which you reported in 1949 that Sheikh Aly Khan had married Miss Margarita Kanani when, as I recall, you did not even go so far as to mention that the bride was also known as Rita Hayworth.

Superb reticence! Those were the days and I for one preferred them.

Yours faithfully,
JAMES COPE,
19 Hillside Gardens,
Barnet, Hertfordshire,
February 3.

Views about trials

From Judge Johnson

Sir, To accord the description "consumer research" to the questionnaires to be distributed at crown court centres at the behest of the Royal Commission on Criminal Justice (Mrs McCabe's letter, January 23) overlooks the omission of complainants and witnesses from those to whom questionnaires are to be given.

If there are "consumers" of the court product, surely they must include the citizen whose person or property has been violated and who looks to the criminal courts for protection and justice.

While I fully support the royal commission in its wish for information, I suspect that I am not alone in finding it incomprehensible that the views of a rapist are to be sought, and presumably taken into account, but not the views of a rape victim. This strange omission must detract considerably from the value and objectivity of the study.

Yours faithfully,
J. R. JOHNSON,
Newcastle upon Tyne Law Courts,
The Quayside,
Newcastle upon Tyne.

Welsh rarebit

From Mr T. J. S. Patterson

Sir, The curator of the Tenby Museum has prepared a phonetic text of the Welsh national anthem to encourage singers on the terraces at rugby matches (letter, January 31).

But this text already exists, as those of us brought up in Wales, but too blinkered to learn Welsh, can testify.

The first line goes: "My hen laid a haddock on Aunt Willie's knee." Yours faithfully,
T. J. S. PATTERSON,
80 St Bernard's Road, Oxford.

COURT CIRCULAR

BUCKINGHAM PALACE

By command of The Queen, the Viscount Long, Lord in Waiting, was present at Heathrow Airport, London, this morning upon the arrival of the President of the Republic of Peru, and welcomed His Excellency on behalf of Her Majesty.

KENSINGTON PALACE

February 5: The Prince of Wales arrived at Royal Air Force Lyneham this evening from Switzerland.

Mr Peter Westmacott and Mr Richard Arbiter were in attendance.

The Princess of Wales, President, General Council and Register of Osteopaths, this evening attended a reception at the Royal Pharmaceutical Society of Great Britain, 1 Lambeth High Street, London SE1.

Mrs Max Pike and Mr Patrick

Jephson were in attendance.

KENSINGTON PALACE

February 5: The Duke of Gloucester, Grand Prior, the Order of St John, this afternoon opened the new Southern Area Headquarters of St John Ambulance, Sandringham Road, near Basildon, and was received by Mr Robert Laurie (Vice Lord-Lieutenant of Essex).

Major Nicholas Barne was in attendance.

YORK HOUSE

ST JAMES'S PALACE February 5: The Duke of Kent, President of the Automobile Association, this morning attended a committee meeting at Farnham House, Basingstoke, Hampshire.

Commander Roger Walker was in attendance.

Today is the 40th anniversary of the accession of The Queen.

Today's royal engagements

The Queen will visit the West Norfolk Home Hospice Support Group, Tapping House, Snettisham, at 11.55.

Prince Edward will attend a service at 11.30 in Reading Minster to commemorate the 40th anniversary of the Accession of The Queen, followed by a reception at the Old Town Hall, The Duke of Kent, Patron of the Tree Council, Patron of the Royal Anniversary Trees Campaign at the Roof Gardens, 99 Kensington High Street, at 11.30, and accompanied by the Duchess of Kent will attend a service of thanksgiving in Christ Church Cathedral, Oxford, at 6.00 to mark the 40th anniversary of the Queen's accession to the Throne.

University news

Wales The following major grants have been awarded to the University of Wales College of Medicine: Department of Health £150,000 to Professor L. G. Wickham, department of anaesthetics, for an evaluation of lung research.

Medical Research Council £110,000 to Dr Brian Davies, department of child health, for a study of the molecular basis of congenital muscular dystrophy.

British Heart Foundation £94,177 to Dr P. P. Brindle, department of physiology, in support of molecular and cellular studies of cardiovascular disease, in particular endothelial and smooth muscle cells.

Foundation Research £35,497 to Professor L. E. R. Sweeney, department of medicine, for a study of the frequency and specificity of HLA specific antigens in the HLA system.

Dr J. H. Harding, department of surgery, in support of the research into the use of the human umbilical vein for the treatment of diabetes mellitus.

Now £145,000 to Dr D. Owens, diabetes research unit, for studies on a mouse model of diabetes.

As good stewards of the varied gifts given you by God, let each use the gift he has received in service to others. 1 Peter 4:10 (RHB)

BIRTHS

ANDREWS - On February 2nd, 1992, to Mr and Mrs David Andrews, a son, James, and a daughter, Emily.

BANKS - On March 2nd 1992, to Mr and Mrs David Banks, a son, James, and a daughter, Emily.

BARNES - On February 2nd 1992, to Mr and Mrs David Barnes, a son, James, and a daughter, Emily.

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Birthdays today

Rabbi Lionel Blue, author and broadcaster, 62; Mr Nicholas

Brent, editor, *Radio Times*, 42; Sir

Dennis Buckley, former Lord Justice of Appeal, 86; Mr Peter

Cadbury, company chairman, 74; Mr Leslie Corder, com-

missioner, 70; Mr Louis Heron, journalist and author, 73; Professor J.E.C. Hill, former mas-

ter, Balliol College, Oxford, 80; Miss Gayle Hunnicutt, actress, 49; Mr Patrick Macnee, actor, 70; Mr Denis Norden, scrip-

tist and broadcaster, 70; Mr Manuel Orantes, tennis player, 43; Mr Ronald Reagan, former

American President, 81; Lord Roskill, 81; Mr Jimmy Tarbuck, comedian, 52; Mr Fred Tru-

man, cricketer, 61; Mr Keith Waterhouse, writer, 63; Mr Billy Wright, footballer, 68.

Mr Douglas Arnold Robert Topey, property entrepreneur, of Highmore, Oxfordshire, left estate valued at £2,816,046.

Beryl Catherine Allpress, of Putney, London SW15, left estate valued at £3,328,817. She left

valued at £3,328,817. She left £160,000 to the National Trust.

Phyllis Masud Masani, of Bromsgrove, Worcestershire, left estate valued at £702,430.

Mr Arthur Bishop, of Westfield, Essex, who died recently, left estate valued at £1,777,992.

Mr Alexander Goldstein, of West Wiltshire, Wiltshire, left estate valued at £3,806,946.

Mr Allison Campbell Robinson, of East Ayrton, North Yorkshire, left estate valued at £724,546.

Memorial service for Mr Arthur Jones. A memorial service for Mr Arthur Jones was held yesterday at the Buryan Meeting Free Church, Bedford. The Rev Peter Protheroe officiated, assisted by the Rev Trevor Lighthowler.

Mr Peter Squire, Headmaster of Bedford Modern School, and Mr Keith Fletcher, Partner of Stratford Estate Agents, Bedford, read biblical texts and Mr Peter W. Jones, son, read from the works of Bishop Brent. Mr Gilbert Beasley, Chairman of the Governors of the Harpur Trust, gave an address.

Appointments. Miss Cansell will be Governor of the Museum of London.

Mrs Janet Lawrence, co-leader and Vice-Chairman of the Consumers' Committee for England and Wales and for Great Britain.

Deaths. On February 4th 1992, peacefully at home in Weybridge, Barbara Reid aged 80 (née Miller), widow of John Reid, M.V.O., aged 82, beloved husband of Wendy and father of John, David and Mary. Private cremation followed by a service of thanksgiving at St. Andrew's Church, Weybridge, on Tuesday, February 11th at 2.30pm.

On February 4th 1992, at home in Weybridge, Frederick W. Chitty & Co., 48 Elmwood Road, Weybridge, Surrey, aged 88, died. Burial at St. Andrew's Church, Weybridge, on Tuesday, February 11th at 2.30pm. No flowers at his request.

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Michael Snodin, curator of the new European Ornament Gallery at the Victoria and Albert Museum, examines a Minton majolica dish from the 1850s depicting Queen Victoria. The gallery, opening on February 26, will display the use of ornament from 1450 to the present and is the first of its kind

Latest wills

Latest wills include (net, before tax paid):

Mr Leonard Salmer, founder and senior partner of Tinsdale, Salmer & Webb, solicitors, President of the Essex and Rochford branch of the London W.I., left estate valued at £6,075,222.

Mr Douglas Arnold Robert Topey, property entrepreneur, of Highmore, Oxfordshire, left estate valued at £2,816,046.

Beryl Catherine Allpress, of Putney, London SW15, left estate valued at £3,328,817. She left

valued at £3,328,817. She left £160,000 to the National Trust.

Phyllis Masud Masani, of Bromsgrove, Worcestershire, left estate valued at £702,430.

Mr Arthur Bishop, of Westfield, Essex, who died recently, left estate valued at £1,777,992.

Mr Alexander Goldstein, of West Wiltshire, Wiltshire, left estate valued at £3,806,946.

Mr Allison Campbell Robinson, of East Ayrton, North Yorkshire, left estate valued at £724,546.

Memorial service for Mr Arthur Jones. A memorial service for Mr Arthur Jones was held yesterday at the Buryan Meeting Free Church, Bedford. The Rev Peter Protheroe officiated, assisted by the Rev Trevor Lighthowler.

Mr Peter Squire, Headmaster of Bedford Modern School, and Mr Keith Fletcher, Partner of Stratford Estate Agents, Bedford, read biblical texts and Mr Peter W. Jones, son, read from the works of Bishop Brent. Mr Gilbert Beasley, Chairman of the Governors of the Harpur Trust, gave an address.

Appointments. Miss Cansell will be Governor of the Museum of London.

Mrs Janet Lawrence, co-leader and Vice-Chairman of the Consumers' Committee for England and Wales and for Great Britain.

Deaths. On February 4th 1992, peacefully at home in Weybridge, Barbara Reid aged 80 (née Miller), widow of John Reid, M.V.O., aged 82, beloved husband of Wendy and father of John, David and Mary. Private cremation followed by a service of thanksgiving at St. Andrew's Church, Weybridge, on Tuesday, February 11th at 2.30pm.

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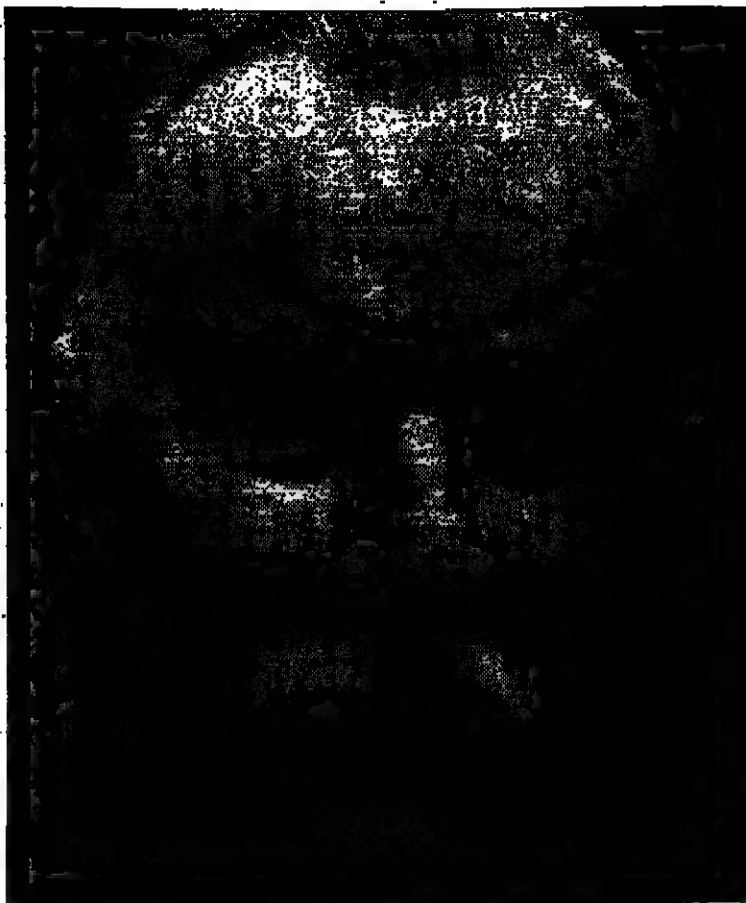
OBITUARIES

MARTIN HELD

Martin Held, German actor and leading player of Berlin's Schillertheater, died on January 31 aged 83. He was born in Berlin on November 11, 1908.

EUROPE lost one of its great actors last Friday when Martin Held died after a long illness. In Germany he worked a great deal in films and television plays, but he was relatively unknown in the English-speaking world, though in 1964, when Kenneth Tynan visited West Berlin, he wrote that the "prize possession" of the company which appeared in both the Schiller Theatre and the Schlosspark Theatre was "a fifthish performer named Martin Held". Tynan went on to describe him: "He looks like a successful lawyer and, apart from Laurence Olivier, may very well be the finest middle-aged actor in Western Europe. In modern plays — as the capering Rag-picker in *The Madwoman of Chaillet* or the guilt-ridden schoolteacher in Max Frisch's *Andorra* — Held is unbeatable; no one excels him at revealing the chaos of desperation that lie beneath the wall-to-wall carpeting of contemporary middle-class life."

Directed by Fritz Körner, this production of *Andorra* was briefly seen in London when the company came to the Aldwych during the World Theatre Season of 1964. Six years later Held returned to London in the brilliant solo performance he gave under Beckett's direction in *Krapp's Last Tape*. Daringly, Held incorporated in the characterisation several of Beckett's own traits, including the paralysed fingers on one hand. As Krapp, Held was more



aggressive than Patrick Magee, for whom Beckett had written the play, but also subtler. Anyone who heard Held's loving croon on the word "spool" will never forget it.

Martin Held was the son of a foreman and grew up in Berlin.

After his schooling he was an apprentice for the Siemens company but soon turned to acting. He started going to the theatre in Berlin when he was 17 and he never forgot his excitement at seeing the startlingly revolutionary work of such

directors as Max Reinhardt and Leopold Jessner. Jessner taught at the State Theatre School where Held studied acting from 1929 to 1931.

During his twenties and thirties he worked in Elbing, Tilsit, Dresden, Bremerhaven and Darmstadt before he was offered a job at Frankfurt, where he stayed for ten years. Finally, during the 1951 season when he played the leading part in Zuckmayer's *The Devil's General*, he achieved such a resounding success that news of it reached the ears of the artistic director at the Schiller Theatre, Boleslaw Barlog, who telephoned him: "I hear you're supposed to be a good actor. Is that true?"

Held was 43 when he joined the company in Berlin. His first role was Beaumarchais's Count Almaviva, and, despite his natural flair for comedy, he made a poor impression. But he compensated for it richly when he was cast as Wehrmann in Hauptmann's *The Fur Coat*. In his influential weekly radio review of the new production in Berlin, Friedrich Luft praised Held for evolving "such a new version of the almost classically conceived comedy figure that you rub your eyes — and not only because you are laughing so much."

Held went on to delight and impress Berlin audiences with his enormous versatility. His voice was a magnificently flexible instrument and, by changing his appearance and varying his gait, he could make himself almost unrecognisable. As Archie Rice in Osborne's *The Entertainer* he was so effective and so English that you almost forgot he was speaking German. Three of his

greatest Shakespearean successes were as Macbeth, Falstaff and the King in *Hamlet*. He could be equally impressive in Brecht and Anouilh, in Molière, Goethe, Pinter and Neil Simon — *The Sunshine Boys* was a special success.

He endeared himself not only to audiences but also to fellow-actors. With all the charisma of a star, but none of the pretensions, he was glad to work as a member of an ensemble, never trying to outshine or upstage his colleagues. Working with Bernhard Minetti in Pinter's *No Man's Land* and Neil Simon's *The Sunshine Boys*, he was content to let Minetti play the more rewarding part. Whether being directed by the autocratic Fritz Kortner, or by the inexperienced Beckett, who started off by wanting a simulacrum of Magee's performance, Held succeeded in introducing many of his own ideas without causing any friction.

On the whole he was happy in Berlin and rarely made guest appearances in other cities, though he went to the Munich Kammerspiele to play Puntilla in Brecht's *Herr Puntila and His Servant Matti*, and to Bochum to appear as Galileo. But he felt nostalgic for the great days of the Berlin theatre. When Bonn was the capital and East Germany was a separate state, the best German actors were scattered all over the country, which meant that the general level of performance in Berlin was lower than it had been during the 1920s. But Held, besides contributing more than any other actor towards raising standards, gave an incalculable amount of pleasure to audiences.

SIR ERRINGTON KEVILLE

Sir Errington Keville, CBE, one of the architects of the containerisation industry, died on January 31 aged 91. He was born on January 3, 1901.

AS THE chairman of Furness Withy, the shipping group, Errington Keville played a key role in 1965 in the formation of Overseas Containers Limited, the British consortium which helped to launch the containerisation movement which has revolutionised the worldwide carriage of freight in the past quarter of a century.

Born "William" Errington Keville, he was known as Errington to distinguish him from his father, William Keville, a shipbroker. So the shipping industry was in his blood, and he joined Shaw Savill & Albion, the shipping line, as soon as he left Merchant Taylors' School at the age of 16. He began as a junior in the crew department, which involved taking what was known as the Channel money to the old coal-burners from New Zealand when they arrived off Gravesend in Kent, boarding by an open dirty rope ladder dangling over the side. He would then work all night on the ship's papers. But this instilled in him the romance of shipping, and led to his life-long love affair with the Antipodes. He was to pay many visits to that part of the world as secretary of Shaw Savill, which was taken over by Furness Withy and specialised in the journeys to Australia and New Zealand.

In 1928 Keville married Ailsa Macmillan, daughter of a ship's master, who sailed with him for many years and had a hand in the decorative schemes of famous liners like the Southern Cross and Northern Star. He became a member of the executive council of the Shipping Federation in 1936, the Chamber of Shipping in 1940 and the following year joined the board of Shaw Savill. During the second world war he served on Lord Esmond's wool committee at the Ministry of Supply, for which he was appointed CBE in 1947.

That year he also became general manager of Shaw Savill and in 1950 joined the board of Furness Withy. In that role he played an important part in organising the Queen's first major overseas tour, although no one at that time knew that that was what it would turn out to be. The Royal Yacht Britannia had not been built, so King

George VI commissioned the Shaw Savill ship, *Gothic*, for a tour that was planned to take place in 1951. But he entered his final illness, and the tour was eventually undertaken by the Queen and the Duke of Edinburgh in November 1953, going to Tonga, Fiji, Australia, New Zealand and Aden.

In 1962 Keville became chairman of Furness Withy and that year was knighted for services to shipping. He quickly became involved with Lord Cayer, Sir John Nicholson and the late Sir Donald Anderson in the formation of a consortium to build a revolutionary fleet of ships to carry containers on the main trade routes. Keville was a founder member of the board of OCL.

He occupied many of the leading positions in the British shipping industry, becoming president of the Chamber of Shipping, chairman of the General Council of British Shipping, the International Chamber of Shipping and the Committee of European Shipowners. He served on the National Maritime Board, the committee of Lloyd's Register of Shipping and the boards of the National Bank of New Zealand, Economic Insurance, National Mortgage & Agency and British Maritime Trust.

Keville's hobbies were walking and history. He was a member of the Sussex Downsman, and described himself as a "rabid Englishman", believing that a deep knowledge and understanding of history was the key to Britain's return to greatness. He had an air of stylish diplomacy and a soldierly bearing which distinguished him in business circles.

Keville is survived by two daughters and three sons, one of whom is with Furness Withy, now owned by the Tug group. Keville's wife died in December.

Richard Blackburn, GC

RICHARD Blackburn, who died on January 31 aged 79, won his GC (as an Empire Gallantry Medal) for rescuing an officer of his regiment from almost certain death during a forest fire at Kasauli, India, on June 7, 1935. Blackburn was deployed in woodland with a party of troops from the 1st Battalion, the Cheshire Regiment, when a sudden outbreak of fire in trees close at hand caused them to retire at the double.

When the soldiers regrouped after this headlong retreat the officer who had been with them was discovered to be absent. Private Blackburn went back to look for the officer and found him stumbling about in the trees in a dazed condition with his clothes well alight. Blackburn put out the burning clothing with his bare hands and dragged the officer to safety. Blackburn's EGM, gazetted on June 23, 1936, was exchanged (as were all other EGMs) for the George Cross on September 24, 1940. A widower, he leaves two sons and a daughter.

JUDGE IRVING KAUFMAN

Irving Robert Kaufman, the United States federal judge who sentenced Julius and Ethel Rosenberg in the atom spy case to the electric chair in 1951, died on February 1 at Mount Sinai Medical Centre, New York, aged 81. He was born in New York City on June 24, 1910.

THE Rosenberg case haunted Irving Kaufman throughout his career. He would rather have been remembered as the judge whose order was the first to desegregate a public school in the North; who was instrumental in streamlining court procedures and who rendered innovative decisions in anti-trust law. Most of all, he valued his efforts to expand the freedom of the press. But the Rosenberg verdict clung to him like a tin can tied to a dog's tail.

Coming at a time when the anti-communist witch-hunt of Senator Joseph McCarthy was in full swing, the Rosenberg trial became a cause célèbre for liberals. Many still believe that the Rosenbergs and their co-defendant, Morton Sobell, were framed in an outburst of anti-Red hysteria. The couple had been accused of providing critical nuclear information to the Soviet Union, which enabled the Russians to accelerate development of the atomic bomb by five to ten years. Their death sentences, upheld by the Supreme Court and the president, were the first and only executions ever carried out in the United States for espionage by American civilians. The affair haunted the national conscience. As late as 1975 Kaufman was forced to cancel a speech



at a California college because of student demonstrations demanding that the trial be reopened. He complained at the time of "a continuing pattern of harassment", but his own preoccupation with the case extended to carrying newspaper clippings of the trial from which he quoted at dinner parties. In 1960 Kaufman presided over another famous trial: that of 20 Mafia leaders who had been arrested after the FBI bugged their meeting in Apalachin,

New York. He handed out maximum sentences, but the verdict was later reversed on the ground that the government had not proved criminality in the meeting.

Aghast, prickly man, Kaufman was known as a stern taskmaster who was so demanding of his law clerks that several resigned in recent years rather than tolerate his angry shouting. He had been appointed to the federal bench by President Harry Truman in 1949, at the early age of 38, and was elevated to the US Court of Appeals by President Kennedy in 1961. In that role, in which he continued until his recent illness, he rendered a series of First Amendment decisions in favour of press freedom, though several were subsequently overruled by the Supreme Court.

Kaufman claimed that he had wanted to be a judge from the first time he saw a black-robed figure enter a courtroom. But his ultimate ambition, to sit on the Supreme Court, was denied him because of the Rosenberg case. Justice Felix Frankfurter, infuriated by Kaufman's claim that he had gone to a synagogue to pray for guidance before imposing the death sentence, let it be known that he was determined that Kaufman should not get the "Jewish seat" on the court. "I despise a judge who feels God told him to impose a death sentence," he wrote to Judge Learned Hand. "I am mean enough to try to stay here long enough so that K will be too old to succeed me."

Irving Kaufman is survived by his wife and a one son. Two other sons predeceased him.

ALAN HANCOX

Alan Hancox, bookseller and organiser of the Cheltenham Festival of Literature, died in Cheltenham on January 29 aged 71. He was born in Coventry on December 6, 1920.

IT HAS been claimed that Alan Hancox was the last reading man's bookseller. He was rightly famed for his stock of secondhand and antiquarian books: he had little taste for selling new books other than those published by small houses or private presses, which he assiduously championed. No one who visited his shop in Cheltenham could ever forget the experience. He knew from his own youth what it was to ache for books and have little means of paying for them — and he always made sure that his

own superb stock was modestly priced. To the strictly contemporary bookseller he must have seemed a comic anachronism — but never to the lover of literature.

James Alan Hancox was the son of a postman. As a young man he worked at various jobs, including those of telegraph boy and garage mechanic. While running a youth hostel he attended a course of Workers' Educational Association lectures in English literature. He decided to devote the rest of his life to literature, and in particular to books of all shapes and sizes. He became an expert in certain areas of English literature, especially that from the first half of this century. Hancox began by borrowing money to buy his stock.

He first operated, as so many of the great booksellers did in their early days, by selling books through mail order from a room in his own home.

If any single person was — or at least became — the personification of the Cheltenham Literary Festival, then it was Alan Hancox. He ran it, first in 1980, and then on seven further occasions, the last being in 1990. He had been on the committee, along with the novelists John Moore and Robert Henricques, almost from its inception in 1949. But the festival really blossomed, and reached its full potential, when Hancox himself took it over. Writers liked to come to give readings and talks there because they enjoyed talking to a man who never lost his sense of excitement about authors he loved, in particular the Lake poets. He had a deep knowledge of the poetry of Edward Thomas, and of such Gloucestershire poets as Ivor Gurney and F. W. Harvey. He was also a lover of the English rural tradition, and, in particular, an admirer of the novelist Henry Williamson, whose best work he thought unfairly neglected owing to his unfortunate political connections. Everyone who attended the festival of 1991, whether as participant or audience, was asking after him.

He married three times. By the first two marriages Hancox had three daughters. He had a son by his third wife, the former Shelagh Powys, whom he married in 1975.

SIMON BRAND

Simon Streicher Brand, former chairman and executive director of the Development Bank of South Africa and economic adviser to three prime ministers, died of cancer in Pretoria on January 23 aged 53. He was born on March 18, 1938.

WHEN Simon Brand, a reticent but brilliant academic, was appointed chief executive of the newly-established Development Bank of South Africa (DBSA) in 1983 there were sneers all round. Here said the cynics, was yet another government-sponsored institution designed to perpetuate apartheid and here was yet another Afrikaner intellectual given the soft number of running it. Yet by the time Brand re-

signed as chairman and executive director of the bank on health grounds earlier this month, it had become under his leadership an institution that enjoyed wide credibility with private sector borrowers, extra-parliamentary political organisations in South Africa such as the African National Congress, foreign agencies and potential financiers. It is steadily forging international links and its research, expertise and projects are increasingly drawn upon.

Brand was appointed to the DBSA on its formation in 1983 after serving as chief economic adviser to the former prime ministers, John Vorster and P. W. Botha. He came to the post with an impressive academic background, a degree in agricultural science from Pretoria

University, a master's from Stamford, California, and finally a Pretoria doctorate in agricultural science.

But although he said he was never a member of the ruling National Party nor of the Broederbond, the influential Afrikaner secret society, numerous critics viewed his appointment as a further example of high-level Afrikaner nepotism.

In February 1990 F. W. de Klerk, who had succeeded P. W. Botha as state president, freed Nelson Mandela, lifted the bans on the activities of the African National Congress and other radical anti-apartheid organisations and set in motion events leading to the current negotiations on constitutional reform. The effect on the DBSA — until then an institution con-

cerned mostly with raising money for South Africa's internationally discredited "independent" homelands — was dynamic. Contacts were rapidly established with agencies like the World Bank, the African Development Bank, the Commonwealth Development Corporation and the South African Development Co-ordinating Conference.

Although the DBSA is financed primarily through parliamentary grants, Brand insisted it should become more independently secure. He also called for stricter accountability by the black homelands which the DBSA was established, originally, to nurture.

He is survived by his wife, Carolina, three sons and two daughters.

APPRECIATIONS

Jose Ferrer

YOUR obituary (January 28) of Jose Ferrer reminds me of a story his wife Rosemary Clooney once told me over lunch in New York. This was some years ago, when Rosie, at the peak of her fame as a singer, was almost as famous for having six children fathered by Ferrer.

People wondered how the two, so disparate in every way, made their marriage work. This question came up, Rosie told me, when she appeared on a show with Bob Hope and was answering impromptu questions from the audience.

How was it, one questioner asked, that she, Rosie, a girl from a hillbilly town in Kentucky, a band singer with no education to speak of, managed to sustain a successful marriage to an intellectual like Jose Ferrer with his Princeton background and his great reputation in films and the Broadway theatre as actor, director and creative genius?

Lord Broxbourne

YOUR obituary for Lord Broxbourne (January 24), reminds me that I met him (as Sir Derek Walker-Smith) on several occasions at public inquiries during my former career as one of HM planning inspectors.

He was not averse to introducing a welcome lighter note into the proceedings which could otherwise sometimes be rather ponderous. I recall, also, that he usually managed to quote (or adapt) some well-known verse from the Bible in presenting his

Rosie thought that one over and, in all innocence, came up with a disarming, reasonable-sounding reply. "Well, you see," she declared, "we meet somewhere around the middle."

The great burst of laughter that came from the audience,



as well as from Hope himself, made Rosie realise what she had said. "I blushed," she told me with a grin.

Donald Wayne

case. On one occasion his witness (the secretary of the appellants) produced as part of his evidence a letter he had personally signed which consisted largely of technical details. Under cross-examination, the witness admitted that, as an administrator, he was not qualified to deal with such technicalities but he had signed the letter only after being assured by the appointed architect that the statements were correct. At this point, Sir Derek intervened to say: "It seems to me that the voice is Jacob's voice but the hands are the hands of Esau."

N. L. Harrop

PETER WAIT

Peter Lothian Killigrew Wait, book publisher and chairman of Methuen and Co Ltd, 1969-73, died on January 14 aged 83. He was born on September 19, 1908.

PETER Wait was an influential figure in publishing, especially in the academic field. He worked at Methuen, where good academic foundations had been laid in the inter-war period by E. V. Rieu. On his return from war service Wait seized the opportunities offered.

A historian by training, Wait seemed to be equally at home in the arts and sciences. There were famous series: the Arden Shakespeare, the Twickenham Pope, the History of the Greek and Roman World, the Debates in Economic History, the Handbooks of Psychology. And there were, too, monographs in the various branches of science. The University Paperback still flourishes. The publication of Konrad Lorenz's *King Solomon's Ring* awakened Wait's special interest in animal behaviour

and led to the *animal mirabilia* of 1973 when three Methuen ethologists — Konrad Lorenz, Karl von Frisch and Niko Tinbergen — shared the Nobel Prize.

Born in Hong Kong, Wait was educated at Winchester and Magdalen College, Oxford. After a few years in Christchurch, an educational publisher, he became educational manager of Methuen in 1935. His time there was interrupted by war service as a naval officer. Peter Wait became a director of Methuen in 1948 and chairman in 1969, being also a director of the group Associated Book Publishers. After his retirement in 1973 he took up translating books as an occupation and in 1976 won the Scott-Moncrieff Prize for the best translation of the year. Both authors and colleagues respected his sound publishing sense and agreeable presence and temperament.

He leaves a widow, Bridget, and their twin daughters, and a son and daughter by a previous marriage.

FEB 6 ON THIS DAY 1914

The German Opera season provided the first opportunity for British audiences to hear a performance of Parsifal. The part of Parsifal was played on the first three evenings by different singers, and the writer, who had attended all three, had on this occasion plenty of time to divert his attention to the audience. The performance began at 5pm, and at the end of the first act, two hours later, there followed a break of an hour and a half for supper.

The Audience at "Parsifal"

On Wagner nights at Covent Garden Opera the front of the house is never so "brilliant" as when Italian or French opera is played. Very likely the audience is composed of much the same people, but they come in a different mood. To some extent they come in different clothes: there are fewer jewels, perhaps, and more subdued colours; but it is strange how little difference the clothes of an audience make, and how much difference the temper of an audience makes. The different atmosphere of the opera house on Wagner nights is due to that powerful but yet unanalysed influence, the spirit of the crowd. One who was sensitive to that influence could almost tell what kind of opera was to be played from a mere glance round the house before the curtain rose. At a performance of Parsifal that influence is exceptionally strong. More than usual it works through the eye, for the dress of the audience is of a pronounced soberness. There are no tiaras, scarcely a jewel or a plume in the hair of the ladies, very many of the dresses are black, not a few are white, hardly one is of any strong colour. And the spirit expressed by the clothes is breathed far more strongly by the demeanour of the audience. No particular point of

behaviour can be named as striking the note most clearly. While the curtain is down and the lights in the house are up, the chatter goes on much as usual. Friends of the celebrated persons are pointed out; ladies describe how they left their tickets behind and how obliging the management was about it; gentlemen make appointments for the following day, or describe their bad luck at the fifteenth hole. Yet, in spite of the talk and the coughing, there is a curiously intense spirit abroad: a spirit that sits rather oddly on the auditorium — at once rich, sober, comfortable, a little dingy, and wholly characteristic of London at Covent Garden Opera House. It is actually a graver spirit than that of a Parsifal audience at Bayreuth. At Bayreuth, in spite of the august solemnity, there is always a whiff of holiday air. The visitor to Covent Garden comes from his usual day's work or play, to which he will go back on the morrow.

The grave intensity of this Parsifal spirit is only natural. To a great number of those who attend the performance it comes as near to being a celebration of the mysteries of their religion as anything could be that was not an actual "service". Granted an appreciation of beauty, there is a sense in which Parsifal must seem to all shades of religious opinion a great religious work. All great art is "religious," for all great art purifies and vitalizes; and Parsifal is the last artistic word of one of the greatest artists that have enlarged the spirit of man. Its music is no less than its poetry, and each no less than its "doctrine". It is a message from heaven upon the wilderness of life. Great beauty is for all who can love it; and at a performance of Parsifal those who go chiefly or solely for the music, or from fashion, or from all these motives and more besides, find themselves caught in the spirit of a crowd under the dominion of great art.



1950s: the beginning of 40 years as head of state after her coronation at Westminster Abbey



1960s: taking on the role of royal mother, holding the recently born Prince Andrew



1970s: a smile for the arrival of summer during a visit to the Chelsea Flower Show



1989s: keeping up the royal family's racing tradition by watching her horse running in the Derby at Epsom

Royal wit takes centre stage

THE QUEEN belies her public persona of rather Hanoverian dourness to reveal a talent for witty one-liners throughout tonight's BBC documentary to mark the 40th anniversary of her accession to the throne.

Elizabeth R, a look at the Queen's day-to-day working life throughout the past year, is peppered with unexpected wit and comic pauses, whether holding court with world leaders or chatting with her private secretary. Speaking to an aide about Lech Walesa during the Polish president's state visit to Windsor Castle last April, the Queen says: "He only knows two English words. (Pause) They are quite interesting words."

Shown chatting at a Buckingham Palace reception with James Baker, the American secretary of state, and Edward Heath about Saddam Hussein's intransigence, she looks to Mr Heath and says sweetly: "I know you did visit Baghdad. But you're expendable now."

Earlier in the documentary, she is seen discussing her upcoming state visit to America with Sir Robert Fellowes, her principal private secretary. "Oh yes, the football," she says. "No, ma'am, it's baseball actually, and you will be required to make the first pitch."

Pause. Then with little evident enthusiasm: "Oh really..." Long pause. "Are you sure?"

Edward Mirzoeff, who made the documentary, said that the humour was not meant just for the camera. "Once we stopped filming, there was never any differ-

Tonight's film of the Queen at work shows an unexpected talent for one-liners, writes Melinda Wittstock

ence in her behaviour." On the more serious side, the Queen dismisses any continuing speculation that she may abdicate in favour of the Prince of Wales. "It is a job for life... It's a question of maturing into something that one's got used to doing and accepting the fact that it's your fate, because I think continuity is very important," she says.

"Most people have a job and then they go home. In this existence, the job and the life go together — you can't really divide it up." She also delivers what could be interpreted as an affectionate rebuke to some younger members of her family. "If you live in this sort of life, which people don't very much, you live very much by tradition and by continuity... And I think that this is what the younger members find difficult — the regimented side."

The 110-minute documentary follows the Queen from the state opening of Parliament in November 1990, to the Gullies Ball, where she is seen dancing an eight-step reel. In between comes her secret visit to Northern Ireland, the Harare Commonwealth conference, and state visits. She is also seen on the Royal Train, and at home at Sandringham, Buckingham Palace, Balmoral, Windsor Castle and Holyroodhouse.

Pictured "doing her boxes" — the state papers which

over the years have given her a unique knowledge of confidential government business — she says that she is glad she is a quick reader. "Though I do rather begrudge some of the hours that I have to do instead of being outdoors."

She talks frankly about her unique relationship with all nine prime ministers throughout her reign, from Winston Churchill to John Major, and explains how she has been a "sounding board" for all of them. "They unburden themselves, or they tell me what's going on," she says. "If they've got any problems... sometimes one can help in that way too."

"I think it's rather nice to feel that one's a sort of sponge and everybody can come and tell one things. Some things stay there and some things go out the other ear and some things never come out at all. Occasionally you can put one's point of view when perhaps they hadn't seen it from that angle."

Filed at Balmoral talking to Mr Major, who was only eight when the Queen had her first audience with Churchill in February 1952, she says of the fall of communism: "It's gone so quickly. Certainly here one can't take it in, but there, it must be even more traumatic."

Mr Major tells her a story about how he turned to a man in Moscow for his reaction to the changing events who replied: "It's great, but I'm from Woking." The Queen says to Mr Major: "That's the type of thing that always happens to me."

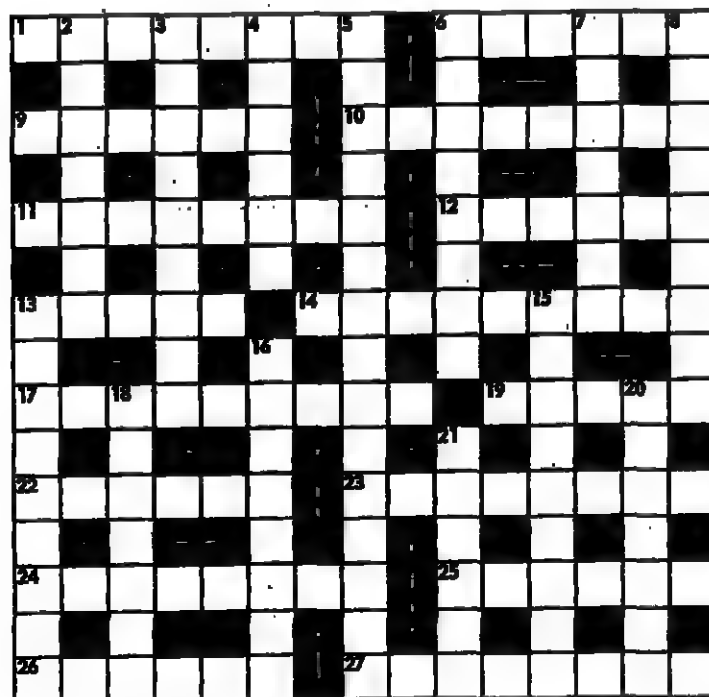


Diary, page 12

Dog star: a 'dorgi' bred by the Queen from a corgi and a dachshund takes part in the anniversary pictures

TERRY O'NEILL

THE TIMES CROSSWORD NO 18,834



- ACROSS**
- For this type of poisoning, kindly turn over to head-note (6).
 - He aims for the bull (6).
 - Quantity called for by Richard (6).
 - The point of the French measure can be taught (8).
 - Change pattern of heartless sailors' flag (8).
 - Stiffening for colourless Tudor Privy Council (6).
 - Turn away the composer (5).
 - Paradoxically it's not a birdie! (9).
 - Merry poet? Maybe, but not till death do us part (9).
 - Pleased if youngster's content to improve morally (5).
 - Order to charge to the Scot (6).
 - Scholarly Irishman detailed to pursue a traitor (8).
 - Food Heather's turning her hand to (6).
 - Rate for Jenny? (6).
 - Parts of bodies in boxes (6).
 - Correcting myself in winding up (8).
- DOWN**
- Modify a style of painting (7).
 - Vermine catcher gets tramp out of the river (9).
 - Know by instinct the in-thing that grabs a trade union (6).
 - Letting a learner get involved in an amorous situation (7,8).
 - Its offspring has a long journey ahead (8).
 - Stop doctor boarding Eastern vessel (7).
 - Strange oaths — very rash (9).
 - Wild Pict imprisoning a group of country lovers (9).
 - Having made amends, got into line again (9).
 - Cracks a girl weeps about (8).
 - Restraint shown by master making a clean break (7).
 - A thrill for Friday's child (7).
 - Have a kip in this French sofa (6).

Solution to Puzzle No 18,833

SUPFRAGE CAUCUS
A I E R H O H
F I R E G L A Y O V E R D O
E K O N B I N W
S L I N G T H R I L L I N G
T M N C I C I
L I T H O G R A P H E R
S U B E H O P E L
C O N D E M N A T I O N
H O U S H E W N O P E R A
P I O R R G R N
I N T E R N D O M I N I O N
O E U C S A E
N O D O S E S K I T T L E S

The Concise crossword is on page 19 of Life & Times

A daily safari through the language jungle. Which definitions are correct?
By Philip Howard

- ECHINATE**
a. Chalky waster
b. Pocky
c. The two-toed woolly sloth
- BOMBOUS**
a. Convex, rounded
b. Barking and jowling
c. Used to denote
- NGOKO**
a. Lawson's gazelle
b. A push Javanese dialect
c. A village west doctor
- CYNOPHOBIA**
a. Hatred of the colour blue
b. Fear of conversation
c. Distike of dogs

Answers to Life and Times 19

- For the latest AA traffic and roadworks information, 24 hours a day, dial 0836 401 followed by the appropriate code.
- London & SE**
- C London (within N & S Circles) 731
 - M-ways/roads M4-M1 732
 - M-ways/roads M1-Dartford 733
 - M-ways/roads Dartford T-M23 734
 - M-ways/roads M23-M4 735
 - M25 London Orbital only 736
- National**
- National motorways 737
 - West Country 738
 - Wales 739
 - Midlands 740
 - East Anglia 741
 - North-west England 742
 - North-east England 743
 - Scotland 744
 - Northern Ireland 745
- AA Roadwatch is charged at 36p per minute (cheap rate) and 48p per minute at all other times.**

Clue: APS/2 is proverbially the best (3,3).

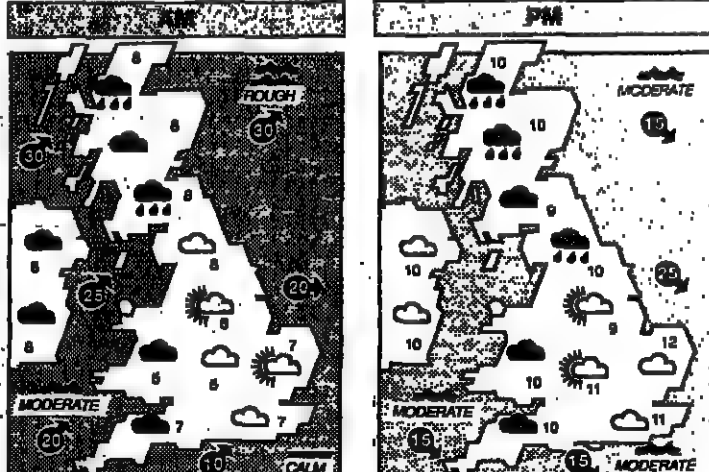
Answer: TOP SAW.

THE

The far north of Scotland and the Orkney and Shetland islands will be cloudy and windy with some light rain or drizzle from time to time. The rest of the British Isles will have a good deal of cloud and a mainly dry day. Some western facing coasts and hills may have a little drizzle. The best of any cloud breaks will be in the east, more especially to the lee of high ground. Mild everywhere, breezy in the north, lighter winds in the south. Outlook: Some rain spreading south but still mainly dry over southern England.

MIDDAY: b=thunder, d=drizzle, f=fog, s=sun; a=clear, w=windy, l=light, o=cloudy, r=rain	Sun	Rain	Max
Aberdeen	0.1	0.7	7-46
Angley	0.0	0.2	11-22
Armagh	0.0	0.1	10-20
Belfast	0.0	0.1	10-20
Birmingham	0.0	0.1	10-20
Bristol	0.0	0.1	10-20
Buckingham	0.0	0.1	10-20
Buxton	0.0	0.1	10-20
Cardiff	0.0	0.1	10-20
Canterbury	0.0	0.1	10-20
Carlisle	0.0	0.1	10-20
Caswell Bay	0.0	0.1	10-20
Cromer	0.0	0.1	10-20
Douglas	0.0	0.1	10-20
Eastbourne	0.0	0.1	10-20
Edinburgh	0.0	0.1	10-20
Falmouth	0.0	0.1	10-20
Folkestone	0.0	0.1	10-20
Glasgow	0.0	0.1	10-20
Guernsey	0.0	0.1	10-20
Hastings	0.0	0.1	10-20
Hull	0.0	0.1	10-20
Huntingdon	0.0	0.1	10-20
Jersey	0.0	0.1	10-20
Leeds	0.0	0.1	10-20
Leicester	0.0	0.1	10-20
Liverpool	0.0	0.1	10-20
London	0.0	0.1	10-20
Manchester	0.0	0.1	10-20
Nottingham	0.0	0.1	10-20
Newcastle	0.0	0.1	10-20
Northampton	0.0	0.1	10-20
Perth	0.0	0.1	10-20
Plymouth	0.0	0.1	10-20
Portsmouth	0.0	0.1	10-20
Reading	0.0	0.1	10-20
Scarborough	0.0	0.1	10-20
Sheffield	0.0	0.1	10-20
Southampton	0.0	0.1	10-20
St. Ives	0.0	0.1	10-20
Swansea	0.0	0.1	10-20
Torquay	0.0	0.1	10-20
Truro	0.0	0.1	10-20
Wick	0.0	0.1	10-20
Wokingham	0.0	0.1	10-20
Wrexham	0.0	0.1	10-20

These are Tuesday's figures	Bank	Best
Australia \$	2.48	2.28
Austria Sch	21.20	19.70
Belgium Fr	61.30	57.30
Canada \$	2.25	2.05
Denmark Kr	11.85	10.90
Finland Mk	10.22	9.52
France Fr	6.55	6.20
Germany Dm	1.48	1.39
Greece Dr	167.50	158.00
Hong Kong \$	1.22	1.10
Ireland P	2.28	2.15
Italy Lit	2.28	2.15
Japan Yen	3.75	3.55
Netherlands Gld	3.75	3.55
Norway Kr	2.28	2.15
Portugal Esc	200.00	190.00
South Africa Rd	6.45	6.00
Spain Ptas	166.64	156.00
Sweden Kr	11.02	10.22
Switzerland Fr	2.28	2.15
Turkey Liras	1000.00	900.00
USA \$	1.51	1.41
Yugoslavia Dnr	1.77	1.65



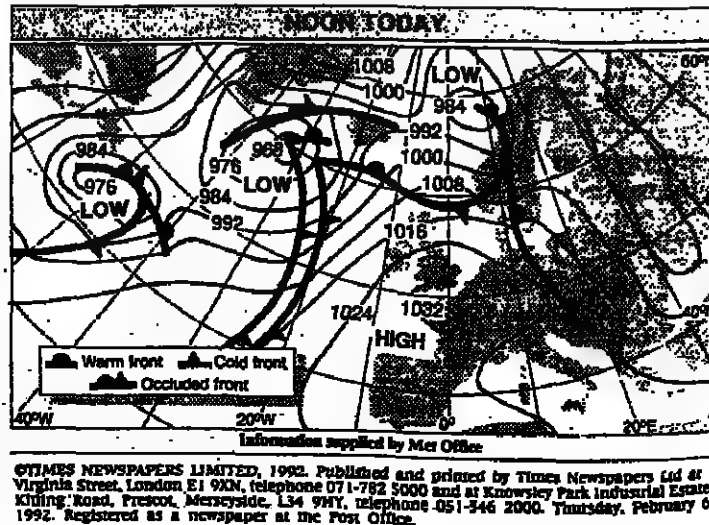
YESTERDAY
Temperatures at midday yesterday: c. cloud, fair; r, rain; s, sun.

Belfast	8-46	Quarterm	8-46
Birmingham	10-50	Inverness	11-52
Bristol	8-46	Jersey	9-46
Cardiff	10-50	London	10-50
Edinburgh	10-50	Newcastle	10-50
Glasgow	11-52	Northway	9-46

MANCHESTER
Yesterday: Temp: max 6am to 8pm, 11C (52F); min 8pm to 6am, 8C (46F). Rain: 24hr to 8pm, trace. Sun: 24hr to 6pm, 1 hr.

GLASGOW
Yesterday: Temp: max 6am to 8pm, 12C (54F); min 8pm to 6am, 8C (46F). Rain: 24hr to 8pm, 0.01 in. Sun: 24hr to 6pm, 0.5 hr.

TODAY	AM	HT	PM	HT	TODAY	AM	HT	PM	HT
London Bridge	3.15	7.0	2.35	7.0	Liverpool	12.31	6.5	12.45	5.5
Aberdeen	2.48	4.0	2.42	4.3	Lowestoft	11.18	2.3	11.01	4.5
Avonmouth	8.43	12.8	8.57	12.7	Margate	1.17	4.6	1.47	4.5
Belfast	12.17	3.2	12.27	3.5	Medford Haven	7.42	6.8	7.57	6.6
Birmingham	8.28	12.0	8.42	11.8	Newquay	8.52	6.9	6.48	5.7
Cardiff	1.15	5.3	1.33	5.7	Oban	7.16	4.0	7.22	3.8
Dover	12.18	6.5	12.22	6.3	Perth	8.15	5.4	8.34	5.2
Falmouth	6.45	5.1	7.03	4.9	Portsmouth	12.36	4.6	12.39	4.5
Glasgow	2.16	4.4	2.30	4.7	Shoreham	12.30	6.0	12.36	5.9
Harwich	1.08	4.8	1.30	3.8	Southampton	12.17	4.4	12.18	4.4
Holyhead	11.47	5.5	7.54	7.6	Swansea	7.49	8.3	8.04	8.0
Hull	7.48	7.1	7.40	6.8	Tees	5.11	4.9	5.13	5.3
King's Lynn	8.03	6.2	8.01	6.6	Wigan-on-Dee	12.59	4.1	1.28	4.1
Lah	4.07	5.2	4.05	5.4					



OTIMES NEWSPAPERS LIMITED, 1992. Published and printed by Times Newspapers Ltd at 1 Virginia Street, London E1 9ON, telephone 01-782 5000 and at Knowlsey Park Industrial Estate, King's Road, Truro, Cornwall, TR4 9AT, telephone 051-346 2000. Tuesday, February 6, 1992. Registered as a newspaper at the Post Office.

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● ACCOUNTANCY TIMES 25
● SPORT 26-30

TODAY IN BUSINESS

UNHOLY ALLIANCE



David Donohue, Stetley's chairman, favours Tarmac and not Redland as partner but agrees that rationalisation in the building industry is overdue
Page 21

HEAVY LOAD

Damages of \$200 million were awarded against Coopers & Lybrand in America's notorious "bricks in transit" scandal
Page 19

PROBLEM SHARED



Payment in shares may be the best way for Sir Alastair Morton, chief executive of Eurotunnel, to end disputes with TML
Tempos, page 20

COUNTING COST

High wage settlements and a rise in public debt mean German interest rates are unlikely to fall for the time being
Page 19

CALL TO ACCOUNT



Michael Ewle, in Accountancy Times, calls for wider debate on the role and responsibilities of the auditor
Page 25

THE POUND

US dollar 1.8105 (+0.0085)
German mark 2.8715 (+0.0025)
Exchange index 91.1 (+0.2)
Bank of England official close (4pm)

STOCK MARKET

FT 30 share 1970.9 (-7.8)
FT-SE 100 2547.1 (-9.7)
New York Dow Jones 3276.83 (+4.02)
Tokyo Nikkei Ave 21936.37 (-63.23)

INTEREST RATES

London: Bank Base 10 1/2%
3-month Interbank 10 1/4%
3-month deposit bill 10 1/4%
US: Prime Rate 6 1/2%
Federal Funds 3 1/4%
3-month Treasury bill 3 1/4%
30-year bonds 10 1/2%
10-year 10 1/2%

CURRENCIES

London: New York
£ \$1.8105
£ DM 2.8715
£ Sfr 2.5594
£ FF 166.63
£ Yen 160.33
£ Index 91.1
ECU 1.336333
£ DM 2.8715
£ Sfr 2.5594
£ FF 166.63
£ Yen 160.33
£ Index 91.1
ECU 1.336333

GOLD

London Fixing:
AM \$354.95 pm \$354.30
close \$353.80 354.30 (\$195.00-195.50)
New York:
Comex \$354.45 354.85

NORTH SEA OIL

Brent (Feb) \$18.55 bbl (\$18.45)

RETAIL PRICES

RPI: 135.7 December (1987=100)
* Denotes midday trading price

Customers still paying too much

UK carmakers cleared of overcharging

BY KEVIN EASON, MOTORING CORRESPONDENT

MOTOR manufacturers have been cleared of overcharging for cars in Britain in a 1,000 page report which generally backed the car industry's claims that it operates a free market.

The Monopolies Commission, investigating allegations that British car prices were as much as 30 per cent higher than abroad, said that its detailed survey did not indicate "significant differences in general price levels" with those markets most similar to the UK.

Although the report called for greater freedom for motor dealers to help "sharpen competition", the industry breathed a sigh of relief as it became clear that the MMC had largely supported its

claims that it operated a free and competitive sales system which was not against the public interest.

Nell Marshall, director of economic affairs at the Retail Motor Industry Federation, said: "The claims pushed by consumer groups that prices in Britain are far higher than abroad have simply not been substantiated."

"Instead, the commission recognises that we operate a franchised dealer system similar to that operated in the European Community, the USA and Japan and that competition in the UK market is extraordinarily fierce."

The government is ready to accept that dealers should be given more freedom to operate more showrooms. However, the MMC discovered that the issue of pricing was more

complex than at first suspected, prolonging the investigation to study thousands of documents from manufacturers and dealer groups.

Although Peter Lilley, the trade secretary, has given interested parties until April 3 to make their own comments on the report, it is clear he will not order any across-the-board price cuts.

His powers are also limited to carry out further recommendations by the MMC. Instead, he is accepting the MMC's argument that the current system of franchised dealerships works efficiently in favour of the car owner.

Mr Lilley said: "The MMC has found that in general the established distribution system through franchised dealers provides benefits to the consumer by encouraging competition between car suppliers."

The MMC decided that consumers, particularly private buyers, were paying more than they should for new cars and identified key reasons. They were:

□ dealers were prevented from greater competition by restrictions on their activities by manufacturers.

□ voluntary restraints on Japanese imports, limited to 11 per cent of the UK market.

□ distortions associated with company cars, which account for half of all annual sales.

□ big discounts given to fleet owners, effectively subsidised by private buyers.

□ the rule of driving on the left.

□ the difficulties of importing cars from abroad.

There also seems little likelihood that Mr Lilley will be able to open up the British market to unrestricted Japanese imports. The present voluntary agreement is passed over to EC authorities next year which are committed to restrictions until the end of the century.

Leading article, page 13
Report details, page 18
Stock market, page 20

City gives cautious welcome to report

BY MATTHEW BOND

THE Monopolies and Mergers report met with a cautious welcome in the City, with most analysts pointing out that no amount of reforms could bring an early end to the lacklustre level of trading currently being experienced by motor dealers.

Sandy Morris, analyst at County NatWest Securities, said: "It doesn't really matter how many dealerships you have, if none of them are selling any cars." However, Mr Morris thought that in the medium to long term the report's recommendations would be positive for the more efficient dealers, which would now be free to expand their businesses and take advantage of economies of scale.

Mr Morris thought the ending of restrictions on non-car-related businesses could present opportunities for some dealers. Reg Vardy, the Wearside motor group,

said it would be expanding its used car supermarkets, which trade as MotorZone, into areas where it did not have new car franchises. Previously, such openings have been prevented by the manufacturers that Vardy represents.

Gavin Lauder, of Kleinwort Benson Securities, said that in the medium term the report's recommendations should increase the attractions of owning a dealership and could result in an increase in bid activity.

Most dealers' shares showed modest rises on the day. The biggest gainer was Inchcape, up 12p at 432p. In December, Inchcape paid £382 million for Toser Kenley & Millbourn, owner of the Wadhams Kenning and Cooper dealership chains. Inchcape already owns the Mann Egerton dealerships.

Tempos, page 20



In defence of Liberty: Harold Weblin, chairman, dismisses Mr Myerson's plans

Liberty rejects challenge

BY GILLIAN BOWDITCH

BRIAN Myerson, the South African entrepreneur with a 15 per cent stake in the voting shares of Liberty, plans to put his proposals for the retail group directly to shareholders at an extraordinary meeting, after their rejection by the board.

Mr Myerson proposes a new chief executive, an injection of £25 million of new capital and an increase in the involvement of his company, Concerto Capital, in Liberty's future development.

Liberty, chaired by Harold Weblin, said: "Mr Myerson has no retail experience. He is an arbitrator from South Africa, so far as we can see. He has been very reluctant to say anything about where his money comes from, his background or where he sits."

Mr Myerson, who in 1990 attempted to force the enforcement of the non-voting shares in Aquascutum, which

led to the sale of the business to Renown, of Japan, said he had written to Liberty outlining his proposals.

The strategy would involve raising the £25 million through the issue of new shares — £20 million on the voting shares and £5 million on the non-voting shares. The issue would be subject to pre-emption rights in favour of existing shareholders.

The proposals would mean a dilution in the stake of the Inner Stewart-Liberty family, which holds 35 per cent of the voting shares. Mr Myerson proposes that they do not take up their rights. The bulk of these shares are held by the widow of Arthur Stewart-Liberty but the extended family owns more than 50 per cent of the voting shares.

Under the scheme, Concerto would underwrite the issue to the extent of about £13 million, which Mr Myerson

said would result in it holding around 28 per cent of the equity. Existing shareholders would be offered the opportunity to sell their shares at the time of the issue.

Last night, he said his plans would involve opening 15 to 20 flagship Liberty stores around the world. "Liberty's growth over the last ten years has been pedestrian. Our plans would enable us to make more of the brand name and develop the whole-selling side," he said. He added that he had an independent chief executive with experience of UK retailing lined up.

A spokesman for Liberty said: "We have received outline proposals from Mr Myerson which have been lacking in substance and which we do not believe to be in the best interests of the company."

Auditor gives account of BCCI fraud

BY NEIL BENNETT

PRICE Waterhouse, the auditors of the Bank of Credit and Commerce International, has finally broken silence about the investigation and the discovery of the \$10 billion fraud that led to the bank's closure last July.

As part of its enquiry into the BCCI affair, the Treasury and Civil Service select committee has published a series of written answers that PW made in response to the committee's questions. This, for the first time, details its activities in the events leading to the bank's closure.

Until now, PW has been forced to remain silent about its activities under the terms of the Banking Act and has been subjected to intense criticism over its failure to detect the fraud earlier.

The accountancy firm says in its defence: "Even the best planned and executed audit will not necessarily discover a sophisticated fraud, especially one where there is collusion at the highest level of management. Under such circumstances, it is reasonable to expect that it may take a number of audits before accumulating concerns lead to the identification of fraud."

The memoranda also state that the Abu Dhabi government, BCCI's controlling shareholder, had known about the bank's concealed deposits, fictitious loans and hidden investments since April 1990 and had failed to reveal them.

PW was appointed as BCCI's sole auditor in 1987. From 1988, the firm carried out nine reports into the BCCI's finances for the Bank of England.

PW says that BCCI's fraud originated in the early Seventies when it "brought in fictitious profits and inflated its capital" to support its rapid growth. The accountant became suspicious of the bank almost 15 years later.

Mr Mohammed Abdul Baqi, former managing director of Attock Oil, appeared in court yesterday. He faces a charge alleging that between 1987 and 1990 he conspired with Bashir Chowdhry, head of BCCI British operations, to show PW that Attock owed the bank \$76.5 million. He was remanded in custody for seven days.

Brittan seeks Rover return

FROM TOM WALKER
IN BRUSSELS

SIR Leon Brittan has confirmed he wants to reopen the Rover case before the European Court of Justice, regardless of any general election date in Britain.

The competition commissioner, who accused the government of being "subversive of the whole system" of EC state aid rules, needs the support of the full commission if he is to proceed, but this is likely to be a formality.

Taking the case back to the court would be the quickest course of action for Sir Leon's team. The court would then give British Aerospace time to submit a defence. In its interim judgment last year on the 1988 sale of Rover to British Aerospace for £150 million, the court clearly intimated that the commission's argument that subsidies worth



£44.4 million had been hidden was sound. A direct referral of the case could take three or four months.

However, if the commission decides to open a fresh case against the government, under article 93 — on state aids — of the Treaty of Rome, the procedure could take another two years to come to court. Court officials yesterday

doubted this option would be worth the time and the effort for the commission.

Sir Leon yesterday said that "it would be good for the taxpayer" for the case to be reopened. He also criticised the government for breaking its deal on aid to Rover with the commission. In 1988, the commission allowed the government to write off £331 million of the carmaker's £800 million debt, on condition that BAe would pay at least £150 million for the company. Subsequently, Sir Leon's lawyers found that BAe had been paid sweeteners worth £44.4 million.

The commission lost the court case because it ordered BAe to pay the money back without giving the group a chance to defend itself. Sir Leon said the judgment related "to procedural matters and does not touch the merits of the actual decision".

Clowes jury retires

THE jury in the Barlow Clowes fraud case retired yesterday to consider its verdicts on the 109th day of the hearing at the Old Bailey.

The eight men and four women have heard evidence from 170 witnesses. They were urged by the judge, Mr Justice Phillips, to try to reach unanimous verdicts on 20 fraud and theft counts.

The prosecution has alleged that Peter Clowes, aged 49, Peter Naylor, Guy von Cramer and Christopher Newman "milked" more than £113 million belonging to investors who thought their money was being used to buy gilt-edged stock.

The jury members were sent to an hotel for the night and continue their deliberations today.

ICI removes the salt from its table

BY ROSS TIEMAN
INDUSTRIAL CORRESPONDENT

AFRICANS thought it so valuable they used it as money. Siberians toiled for it and Gandhi risked imprisonment for it — but ICI, Britain's biggest producer, has lost interest in... salt.

Health conscious doctors, who urge Britons to cut their salt intake, are not to blame. And Britain's local authorities continue to spread the stuff over the roads by the lorryload every winter.

Britain's salt market is healthy. But it is simply too small to justify the attention of Sir Denys Henderson's increasingly lean and mean ICI.

For a mere £40 million the chemicals and pharmaceuticals group has reached a provisional agreement to sell most of its salt production to D George Harris & Associates, a federation of American chemicals companies. The North American Salt Company (Namsco), part of this federation and America's third-

largest salt producer, will thus become a key player in one of Britain's oldest extractive industries.

During the Triassic era, 200 million years ago, when Britain was a mere peninsula of the European mainland, much of Cheshire formed a giant salt pan. Evaporating sea water left behind salt, polluted with marl, as an 80ft strata of rock salt, now buried 140 metres below the Cheshire countryside.

Outcrops are known to have been exploited since Roman times, but it was in 1844 that miners drove the first shaft of what is now ICI's rock salt mine at Winsford. Production was small until the 1950s, when the development of motor transport triggered a surge in demand. The mine now provides two-thirds of Britain's road de-icing salt.

Huge caverns have been carved out over the years by giant underground digging machines. The mine extends over an area of almost four square miles reached through a 100-mile under-

ground road network. Along with the mine, Namsco will buy ICI's Weston Point plant at Runcorn, which refines white salt for Britain's tables, as well as in animal feed, water softening and the chemical industry.

Supplies of brine for this plant, however, will continue to be delivered by pipeline from ICI. The company is quitting the general salt market but will retain its other Cheshire salt mines, which employ the Frasch technique of pumping water into the reserves to dissolve salt.

The resulting brine is used to produce chlorine alongside the Weston Point plant. Since this is an integrated part of ICI's chemicals and polymers operation, which is regarded as a core business, ICI will retain control of it.

Namsco intends to become a big league salt producer worldwide. Purchase of the ICI business will increase its 1,200-strong workforce by 200 and pose a challenge to former ICI rivals.

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The value of investments may go down as well as up and you may not get back the amount you invest.

Japanese will exert powerful pressure on prices

The monopolies commission has been studying the supply of new cars since May 1990. Its conclusions and recommendations are published below

We have examined the influences tending to raise the level of United Kingdom prices. We have drawn attention to the distortion in prices to private customers that we attribute to the position of the company car in the United Kingdom.

We have noted that, although we do not expect significant difference in the general level of prices between the United Kingdom and France or Germany, prices for individual models, and particularly in the small car sector, may be expected to

There is greater awareness by UK consumers that prices and discounts vary widely

be significantly above those in other EC countries, particularly Benelux and The Netherlands.

From time to time, the general level of prices may also be expected to be significantly above that in other EC countries. We have noted how the British Isles are uniquely excluded from many of the benefits of parallel importing when price differences do emerge. The causes of higher prices to United Kingdom private customers may, as we suggest, lie outside the distribution system.

noted earlier the benefits provided by selective and exclusive distribution (SED). We consider that certain features of the system, namely those restrictions by suppliers which limit advertising by a dealer outside his territory, limit the volume of cars he can sell, the extent to which he can hold competing franchises, or prevent him engaging in other car-related businesses, all contribute to the maintenance of higher prices.

They do this by preventing action by the dealer that would otherwise mitigate their effects; they limit the ability of dealers to grow stronger, to develop bargaining power in relation to the supplier, and generally to increase their efficiency and independence in making business decisions.

If the more efficient dealers were free from these restrictions on expanding their business and able to hold dealerships from all the major suppliers, they could be expected to expand their operations by developing the volume of sales to private buyers.

Achieving higher volume would depend on, and provide scope for, lower prices and would result in more open advertising to customers of the prices on offer. Increased sales and the development of business with other competing suppliers would strengthen the dealer's position in seeking more favourable terms from suppliers.

A dealer would also be in a stronger position to exploit price disparities between the



Forecourt forethought: bargain-hunting customers have become aware of the disparity in car prices

United Kingdom and other EC markets by offering to act as an intermediary in carrying out parallel importing. The ability to develop a range of car-related activities would strengthen his position. Essentially, the dealer would then be in a stronger position to act competitively in a way which tended to redress the present detriments to the pri-

Over the next few years, voluntary export restraints (VERs) in the EC are to be relaxed and we have indicated our hope that the process in the United Kingdom may be speeded up.

Relaxation of VERS together with the availability of cars from Japanese-owned plants in the United Kingdom should exercise powerful pressure on prices in the United Kingdom and the effect on the distribution system cannot be foreseen at this stage.

We have noted the recent agreement for closer co-operation on development and

manufacture of cars between Rover and Honda which will effectively extend the benefits of Japanese methods to almost a quarter of the United Kingdom market, even if no closer link is established between the parties.

Common standards in the EC and review of the workings of the block exemption may offer more scope for free

movement of cars, although right hand drive will remain a barrier to arbitrage. We hope that fiscal measures will continue to reduce the distortions caused by the company car culture but we would not expect any rapid changes in the behaviour of companies and users.

Our enquiry has been taking place at a time when the United Kingdom car market has fallen dramatically and conditions are abnormal. There is greater awareness by United Kingdom consumers partly as a result of the depressed market, of the fact that transaction prices and discounts vary widely and of the need to bargain and shop around, and we would hope this awareness will last some time. However, as the market recovers, discounts are likely to be harder to secure.

Taking these factors into account, we expect some increase in competitive pressures on the industry over the next few years. We do not, however, consider that these developments would remove the detriments we have identified.

We have already identified the adoption of the following restrictions (among others):

- restrictions on the extent to which the dealer may promote the sale of his supplier's cars outside his designated territory;
- limits on the total volume of the supplier's new cars that may be sold through a single dealer or dealer group;
- limits on the number and location of other supplier's dealerships held by the dealer; and
- limits on the extent to which or conditions under which dealers may engage in other car-related business; as steps taken, by themselves or in whose favour the complex monopoly situation exists, to exploit and maintain this situation.

uation. We now conclude that these restrictions also represent facts which we have found in pursuance of our investigations and which operate or may be expected to operate against the public interest, in that (and having the particular effects adverse to the public interest that they prevent dealers from developing their businesses in the ways we have outlined and thereby, in the ways that we have shown, limit intrabrand competition between these dealers, restrict interbrand competition and the entry of new suppliers, prevent the emergence of larger and more efficient dealers and deny consumers the benefits of increased competition particularly the potential benefit of lower prices. We do not find that the other practices constitute facts which

We expect some increase in competitive pressures on the industry over the next few years

operate or may be expected to operate against the public interest.

We have already found that no steps are being taken for the purpose of exploiting and maintaining the scale monopoly situation. Neither are any actions or omissions attributed to the scale monopoly situation. We further conclude that there are no facts found pursuant to our investigation relating to the conduct of Ford and Jaguar.

Leading article, page 13
Tempus, page 20

COMMISSION'S RECOMMENDATIONS

Dealers should be allowed freedom to advertise outside their territories

parties and have considered the arguments put to us by suppliers for the retention of these restrictions, in particular that the present arrangements were required to ensure that dealers concentrated on promoting their supplier's marque and developing their territory to the best of their ability, and that they already allowed satisfactory intra-brand competition, while preserving the overall coverage of the network.

As we have indicated in the earlier discussion, we consider that removal of detriments, while it would lead to some change in suppliers' distribution systems, would not undermine the benefits they provide to the consumer in terms of inter-brand competition and standards of sale, servicing and repair underwritten by the manufacturer. We therefore recommend action to remedy the adverse effects of the restrictions, as set out below. We do not propose fundamental change to an established system, but we

recommend the removal of any restrictions on franchised dealers, whether by means of agreements or otherwise, which:

- ☐ limit the dealer's freedom to advertise outside his designated territory;
- ☐ limit the dealer's freedom to hold or acquire dealerships outside that designated territory;
- ☐ prevent a dealer holding or acquiring competing dealerships within his territory; provided that the supplier may be entitled to require that any other dealership acquired be at a separate location and a reasonable distance from its dealership and under separate management;
- ☐ restrict the extent to which a dealer can sell car-related goods or provide services, e.g. car hire, second-hand car sales, fast-fit or multi-brand servicing, outside his territory; and
- ☐ limit the total number of the supplier's cars that any dealer or dealer group may sell during

any given period, or limit the proportion of the total sales of its cars that may be made by any dealer or dealer group.

In recommending that dealers should be allowed freedom to advertise outside their territories we do not consider that the present restrictions allowed under the block exemption should be relaxed to allow targeted approaches such as cold calling. Nor do we think that dealers should be allowed to promote sales by setting up any kind of branches outside their territory, which would undermine the concept of a designated dealer territory.

We have explained why we think suppliers should be allowed to prevent their cars being sold from the same sites as other makes or from adjoining sites, in order to promote the marque and maintain effective

Inter-brand competition. Our recommendation that dealers may be allowed to acquire competing dealerships within the designated territory is therefore subject to conditions designed to ensure that the management of such dealerships is separate and that the dealerships themselves are far enough apart to be recognised as separate undertakings with the object of ensuring the inter-brand competition.

The distance involved will vary with the type of territory. The dealer must be able to show against objective criteria that acquiring the new dealership will not weaken inter-brand competition. It would be important that the benefit of the recommendations should not be frustrated by action by a supplier to vary other aspects of its arrangements with its dealers. For example, the expected benefits of a dealer's freedom to advertise might be frustrated if his out-of-area

supplier, on the interpretation of the Regulation and in particular the view that restrictions on the holding of dealerships from other suppliers outside the supplier's designated area of responsibility are not covered by the block exemption. We do not regard it as necessary for us to reach a view on the correct interpretation of the Regulation. However, we suggest that when the Regulation is reviewed the opportunity be taken to remove the present uncertainty about its application.

In addition to our recommendations we have identified a number of other matters, not covered by our findings, where we have made suggestions for review of existing policies:

- ☐ VERA in the United Kingdom.
- ☐ structure and level of company car taxation, the requirement of driving on the left.
- ☐ procedures under the Regulation for parallel importing.

[illegible]

New York (midday)		Brexit									
Dow Jones	3276.83 (+4.02)	General	5831.24 (+1.70)								
S&P Composite	415.49 (+1.64)	Paris: CAC	501.55 (+2.32)								
Tokyo		Zurich: SCA Gen									
Nikkei Av'ge	21936.37 (+63.23)	467.7 (+1.3)									
Hong Kong		London									
Hang Seng	11387.71 (+5.92)	FT A All-Share	1218.83 (+4.05)								
FT-SE Euro 100	1138.71 (+0.29)	FT 500	1372.98 (+4.78)								
Amsterdam		FT Gold Mines	146.1 (+1.0)								
CBS Tendency	122.1 (-0.3)	FT Food Index	100.99 (+0.17)								
Sydney: AO	1602.9 (+2.7)	FT Govt Secs	88.23 (+0.19)								
Frankfurt: DAX	1686.62 (+0.22)	Bargains	300.0								
		SEAO Volume	491.8m								
		USM (Daumstr)	140.92 (+0.05)								
<table border="1"> <thead> <tr> <th>Fix Dates</th> <th>Last Dealings</th> <th>Last Deductions</th> <th>For Settlement</th> </tr> </thead> <tbody> <tr> <td>February 8</td> <td>February 14</td> <td>May 7</td> <td>May 18</td> </tr> </tbody> </table>				Fix Dates	Last Dealings	Last Deductions	For Settlement	February 8	February 14	May 7	May 18
Fix Dates	Last Dealings	Last Deductions	For Settlement								
February 8	February 14	May 7	May 18								
<p>Call options were taken out on 5/2/92: Binnie, Chiff Rts, Conroy Petroleum, Dowry Group, B Elliott, Rasal Electronics, Post-Force & Call, Berkeley Group.</p>											

	Period	Open	High	Low	Close	Volume
FT-SE 100						
Previous open interest: 39547	Mar 92	2597.0	2599.0	2566.0	2587.0	7132
	Jun 92	2628.0	2630.0	2608.0	2612.0	1000
Three Month Sterling						
Previous open interest: 201040	Mar 92	89.54	89.64	89.54	89.64	22280
	Jun 92	89.92	89.99	89.89	89.98	13320
	Jun 92	89.92	89.99	89.89	89.98	13320
Three Mth Eurodollar						
Previous open interest: 40253	Mar 92	95.85	95.87	95.85	95.87	2114
	Jun 92	95.88	95.89	95.84	95.87	1198
Three Mth Euro DM						
Previous open interest: 225888	Mar 92	90.67	90.67	90.63	90.66	19538
	Jun 92	90.85	90.85	90.79	90.85	11703
Three Mth Treasury Bond						
Previous open interest: 4500	Mar 92	108.10	108.13	108.04	108.05	40
	Jun 92				108.05	0
Long Gilt						
Previous open interest: 33547	Mar 92	97.31	98.00	97.29	97.39	45154
	Jun 92	98.04	98.70	98.04	98.04	919
Japanese Govtmt Bond						
	Mar 92	101.89	101.93	101.84	101.89	9
	Jun 92	101.80	101.80	101.80	101.80	0
German Govtmt Bond						
Previous open interest: 112102	Mar 92	88.03	88.07	87.95	87.91	57963
	Jun 92	88.53	88.57	88.46	88.50	906
Three Month ECU						
Previous open interest: 1034	Mar 92	89.63	89.69	89.63	89.64	532
	Jun 92	89.63	89.69	89.63	89.64	532
Euro Swiss Franc						
Previous open interest: 22873	Mar 92	92.45	92.51	92.40	92.51	4580
	Jun 92	92.67	92.71	92.65	92.74	3164
Italian Govtmt Bond						
Previous open interest: 1000	Mar 92	98.20	98.36	98.43	98.44	40
	Jun 92	98.20	98.36	98.43	98.44	40

COT AND FORWARD RATES				
	Range	Close	1 month	3 month
Mix Rates for Feb 5				
Amsterdam	3.2274-3.2283	3.2287-3.2293	3 1/2-yrs	3 1/2-yrs
Brazeils	58.25-59.27	59.02-59.26	8 1/2-yrs	15-yrs
Ceylon	11.0584-11.0591	11.0584-11.0591	1 1/2-yrs	4 1/2-yrs
Dubai	1.0745-1.0750	1.0760-1.0770	206-292	603-292
Friedrich	2.8243-2.8248	2.8243-2.8248	1 1/2-yrs	4 1/2-yrs
Liban	244.11-247.52	246.47-247.22	100-120	270-340
Madrid	180.27-181.25	180.61-181.25	25-36d	90-106d
Mexico	218.23-219.2	218.23-219.2	1 1/2-yrs	4 1/2-yrs
Montreal	2.1322-2.1331	2.1326-2.1325	1.70-1.037	1.26-1.190
Osaka	3.8390-3.8395	3.8370-3.8380	1.01-0.971	2.82-2.820
New York	1.2757-1.2769	1.2749-1.2755	1 1/2-yrs	4 1/2-yrs
Paris	9.1622-9.1629	9.1777-9.1781	1 1/2-yrs	1-yrs
San Francisco	1.4441-1.4442	1.4441-1.4442	1 1/2-yrs	4 1/2-yrs
Tokyo	225.81-227.79	227.11-227.44	1 1/2-yrs	1-yrs
Yokohama	225.81-227.79	227.11-227.44	1 1/2-yrs	1-yrs
Vietnam	20.16-20.32	20.16-20.32	2 1/2-yrs	5-yrs
Zurich	1.2547-1.2549	1.2576-1.2579	1 1/2-yrs	4 1/2-yrs

Source: Bank of America

Princeton, N.J. Cincinnati, O.

	Cats				Pigs				Cats				Pigs				
	Sept	Aug	Oct	Mar	Sept	Aug	Oct	Mar	Sept	Aug	Oct	Mar	Sept	Aug	Oct	Mar	
Add Lyons	602	52	63	30	30	37	62		BAA	550	20	49	58	3	28	27	52
(929)	650	34	38	5	40	55	68		(929)	650	34	38	5	40	55	68	
(930)	54								(930)	54							
(931)	36								(931)	36							
Boose	325	36	5						(932)	300	24	30	29	4	13	13	13
(932)	350	40	16	62	62	13	13		(933)	350	40	16	62	62	13	13	
Boose	350	40	16	62	62	13	13		(934)	350	40	16	62	62	13	13	
(934)	350	40	16	62	62	13	13		(935)	350	40	16	62	62	13	13	
Boose	400	40	16	62	62	13	13		(936)	400	40	16	62	62	13	13	
(936)	400	40	16	62	62	13	13		(937)	400	40	16	62	62	13	13	
Boose	400	40	16	62	62	13	13		(938)	400	40	16	62	62	13	13	
(938)	400	40	16	62	62	13	13		(939)	400	40	16	62	62	13	13	
Boose	400	40	16	62	62	13	13		(940)	400	40	16	62	62	13	13	
(940)	400	40	16	62	62	13	13		(941)	400	40	16	62	62	13	13	
Boose	400	40	16	62	62	13	13		(942)	400	40	16	62	62	13	13	
(942)	400	40	16	62	62	13	13		(943)	400	40	16	62	62	13	13	
Boose	400	40	16	62	62	13	13		(944)	400	40	16	62	62	13	13	
(944)	400	40	16	62	62	13	13		(945)	400	40	16	62	62	13	13	
Boose	400	40	16	62	62	13	13		(946)	400	40	16	62	62	13	13	
(946)	400	40	16	62	62	13	13		(947)	400	40	16	62	62	13	13	
Boose	400	40	16	62	62	13	13		(948)	400	40	16	62	62	13	13	
(948)	400	40	16	62	62	13	13		(949)	400	40	16	62	62	13	13	
Boose	400	40	16	62	62	13	13		(950)	400	40	16	62	62	13	13	
(950)	400	40	16	62	62	13	13		(951)	400	40	16	62	62	13	13	
Boose	400	40	16	62	62	13	13		(952)	400	40	16	62	62	13	13	
(952)	400	40	16	62	62	13	13		(953)	400	40	16	62	62	13	13	
Boose	400	40	16	62	62	13	13		(954)	400	40	16	62	62	13	13	
(954)	400	40	16	62	62	13	13		(955)	400	40	16	62	62	13	13	
Boose	400	40	16	62	62	13	13		(956)	400	40	16	62	62	13	13	
(956)	400	40	16	62	62	13	13		(957)	400	40	16	62	62	13	13	
Boose	400	40	16	62	62	13	13		(958)	400	40	16	62	62	13	13	
(958)	400	40	16	62	62	13	13		(959)	400	40	16	62	62	13	13	
Boose	400	40	16	62	62	13	13		(960)	400	40	16	62	62	13	13	
(960)	400	40	16	62	62	13	13		(961)	400	40	16	62	62	13	13	
Boose	400	40	16	62	62	13	13		(962)	400	40	16	62	62	13	13	
(962)	400	40	16	62	62	13	13		(963)	400	40	16	62	62	13	13	
Boose	400	40	16	62	62	13	13		(964)	400	40	16	62	62	13	13	
(964)	400	40	16	62	62	13	13		(965)	400	40	16	62	62	13	13	
Boose	400	40	16	62	62	13	13		(966)	400	40	16	62	62	13	13	
(966)	400	40	16	62	62	13	13		(967)	400	40	16	62	62	13	13	
Boose	400	40	16	62	62	13	13		(968)	400	40	16	62	62	13	13	
(968)	400	40	16	62	62	13	13		(969)	400	40	16	62	62	13	13	
Boose	400	40	16	62	62	13	13		(970)	400	40	16	62	62	13	13	
(970)	400	40	16	62	62	13	13		(971)	400	40	16	62	62	13	13	
Boose	400	40	16	62	62	13	13		(972)	400	40	16	62	62	13	13	
(972)	400	40	16	62	62	13	13		(973)	400	40	16	62	62	13	13	
Boose	400	40	16	62	62	13	13		(974)	400	40	16	62	62	13	13	
(974)	400	40	16	62	62	13	13		(975)	400	40	16	62	62	13	13	
Boose	400	40	16	62	62	13	13		(976)	400	40	16	62	62	13	13	
(976)	400	40	16	62	62	13	13		(977)	400	40	16	62	62	13	13	
Boose	400	40	16	62	62	13	13		(978)	400	40	16	62	62	13	13	
(978)	400	40	16	62	62	13	13		(979)	400	40	16	62	62	13	13	
Boose	400	40	16	62	62	13	13		(980)	400	40	16	62	62	13	13	
(980)	400	40	16	62	62	13	13		(981)	400	40	16	62	62	13	13	
Boose	400	40	16	62	62	13	13		(982)	400	40	16	62	62	13	13	
(982)	400	40	16	62	62	13	13		(983)	400	40	16	62	62	13	13	
Boose	400	40	16	62	62	13	13		(984)	400	40	16	62	62	13	13	
(984)	400	40	16	62	62	13	13		(985)	400	40	16	62	62	13	13	
Boose	400	40	16	62	62	13	13		(986)	400	40	16	62	62	13	13	
(986)	400	40	16	62	62	13	13		(987)	400	40	16	62	62	13	13	
Boose	400	40	16	62	62	13	13		(988)	400	40	16	62	62	13	13	
(988)	400	40	16	62	62	13	13		(989)	400	40	16	62	62	13	13	
Boose	400	40	16	62	62	13	13		(990)	400	40	16	62	62	13	13	
(990)	400	40	16	62	62	13	13		(991)	400	40	16	62	62	13	13	
Boose	400	40	16	62	62	13	13		(992)	400	40	16	62	62	13	13	
(992)	400	40	16	62	62	13	13		(993)	400	40	16	62	62	13	13	
Boose	400	40	16	62	62	13	13		(994)	400	40	16	62	62	13	13	
(994)	400	40	16	62	62	13	13		(995)	400	40	16	62	62	13	13	
Boose	400	40	16	62	62	13	13		(996)	400	40	16	62	62	13	13	
(996)	400	40	16	62	62	13	13		(997)	400	40	16	62	62	13	13	
Boose	400	40	16	62	62	13	13		(998)	400	40	16	62	62	13	13	
(998)	400	40	16	62	62	13	13		(999)	400	40	16	62	62	13	13	
Boose	400	40	16	62	62	13	13		(1000)	400	40	16	62	62	13	13	
(1000)	400	40	16	62	62	13	13										

	Cats		Pigs					
	Steeles Mar	30 Mar	Apr	May	Steeles Mar	30 Mar	Apr	May
Abby Nov	280	18	25	29	9	12	16	20
(281)	300	6	13	17	9	23	26	30
Bachy Nov	280	18	25	29	9	12	16	20
(282)	300	6	13	17	9	23	26	30
Bachy Nov	280	18	25	29	9	12	16	20
(283)	300	6	13	17	9	23	26	30
Blue Chr	280	18	25	29	9	12	16	20
(284)	300	6	13	17	9	23	26	30
Blue Chr	280	18	25	29	9	12	16	20
(285)	300	6	13	17	9	23	26	30
Blue Chr	280	18	25	29	9	12	16	20
(286)	300	6	13	17	9	23	26	30
Blue Chr	280	18	25	29	9	12	16	20
(287)	300	6	13	17	9	23	26	30
Blue Chr	280	18	25	29	9	12	16	20
(288)	300	6	13	17	9	23	26	30
Blue Chr	280	18	25	29	9	12	16	20
(289)	300	6	13	17	9	23	26	30
Blue Chr	280	18	25	29	9	12	16	20
(290)	300	6	13	17	9	23	26	30
Blue Chr	280	18	25	29	9	12	16	20
(291)	300	6	13	17	9	23	26	30
Blue Chr	280	18	25	29	9	12	16	20
(292)	300	6	13	17	9	23	26	30
Blue Chr	280	18	25	29	9	12	16	20
(293)	300	6	13	17	9	23	26	30
Blue Chr	280	18	25	29	9	12	16	20
(294)	300	6	13	17	9	23	26	30
Blue Chr	280	18	25	29	9	12	16	20
(295)	300	6	13	17	9	23	26	30
Blue Chr	280	18	25	29	9	12	16	20
(296)	300	6	13	17	9	23	26	30
Blue Chr	280	18	25	29	9	12	16	20
(297)	300	6	13	17	9	23	26	30
Blue Chr	280	18	25	29	9	12	16	20
(298)	300	6	13	17	9	23	26	30
Blue Chr	280	18	25	29	9	12	16	20
(299)	300	6	13	17	9	23	26	30
Blue Chr	280	18	25	29	9	12	16	20
(300)	300	6	13	17	9	23	26	30

REPORT: Raw sugar futures were late afternoon grade as the market correction following recent losses, closed higher, with March being losses. The market appeared to have correction after being oversold recent on March switching from steading

LONDON FOX

Mar	887-400	Mar	890-800
May	710-715	Mar	890-800
Jun	710-715	Mar	890-800
Sep	704-705	Mar	900-900
Dec	704-705	Mar	900-900

COFFEE ROBERTA

Mar	901-900	Mar	900-900
May	901-900	Mar	900-900
Jun	910-910	Mar	900-900
Sep	904-905	Mar	900-900

RAW SUGAR (FOR)

C Cane	184-0-0	Mar	184-0-0
Mar	184-0-0	Mar	184-0-0
May	184-0-0	Mar	184-0-0
Jun	184-0-0	Mar	184-0-0
Aug	184-0-0	Mar	184-0-0

WHITE SUGAR (FOR)

Mar	229-4-0	Mar	229-4-0
May	229-4-0	Mar	229-4-0
Jun	229-4-0	Mar	229-4-0
Aug	229-4-0	Mar	229-4-0

MEAT & LIVESTOCK COMMISSION

Average basis: prices at representative markets for delivery 5

	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Cattle	95.00	102.70	108.34							
Calves	95.00	102.70	108.34							
Swine	95.00	102.70	108.34							
Sheep	95.00	102.70	108.34							
Goats	95.00	102.70	108.34							
Pigs	95.00	102.70	108.34							
Chickens	95.00	102.70	108.34							
Ducks	95.00	102.70	108.34							
Geese	95.00	102.70	108.34							
Turkeys	95.00	102.70	108.34							

LONDON MEAT FUTURES

	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Open	119.5	118.5	117.5	116.5	115.5	114.5	113.5	112.5	111.5	110.5
Close	119.5	118.5	117.5	116.5	115.5	114.5	113.5	112.5	111.5	110.5

showing small gains in trading a modest upward. Robusta coffee futures are the only month to show experienced a technical pull. With interest focused on dollars.

LONDON OIL REPORTS (ICES-LOK) - London 6.00pm The steady price surge upwards in crude levels was given further momentum by mildly bullish news.

GRIN LONDON GRAIN FUTURES

WHEAT	
Volume: 263	
Mar	125.65
May	126.40
Jun	130.90
Sep	111.35
Dec	114.50

BARLEY	
Volume: 28	
Mar	116.05
May	119.15
Jun	122.40
Sep	112.00
Dec	115.80

HM-FINO SUGAR	
Volume: 21	
Feb	127.80
Apr	128.30
Jun	127.40
Sep	123.80
Oct	126.20

POTATO	
Volume: 122	
Mar	105.45
Apr	108.35
May	108.35
Jun	108.00
Jul	106.90

RUBBER	
No 1 RSS CR (July)	
Mar	3175.00-25

PRODUCTS (\$/MT)

Spot CIF NW Europe (prompt delivery)	
Premixed Chem. 1.5	182.00 (+4)
General ESC	172.00 (+6)
Nor ESC 1st Feb	174.00 (+)
Nor ESC 1st Mar	175.00 (+)
Nor ESC 1st Apr	175.00 (+)
5.5 First Oct	63.00 (+)
Vegetable	184.00 (+2)
	186.00 (+2)

NYC FUTURES

GAS OIL	
Feb	173.25-73.00
Mar	171.50-72.25
Apr	168.00-67.25
May	168.25-67.75
Jun	169.50 SELL

ARGENT

Mar	18.27-18.39
Apr	18.22-18.28
May	18.22-18.31

BRICKS

GENI L&L (\$/sq/ft)

Feb 92	
High	1415
Low	1410
Chanc	1415
Mar 92	
High	1485
Low	1470
Chanc	1485
Apr 92	
High	1500
Low	1485
Chanc	1500
Jul 92	
High	1485
Low	1470
Chanc	1485

Vol 137 lots. Open Inter: 2215 Inter: 1393 -9

FOK NGMI INDEX

New	
Mar	High
Jun	High
Jun	High
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Bahrain dinar	0.1675-0.0185	Belgium (Cont)	97.11-97.11
Brazil cruzeiro *	2436.90-2438.62	Denmark	1.1780-1.1780
Cypriot pound	2.0000-2.0000	France	6.1500-6.1500
Finnish mark	7.7675-7.8475	Germany	5.8835-5.8835
Greek drachma	130.15-333.35	Hong Kong dollar	7.7565-7.7565
Hong Kong dollar	1.0000-1.0000	Ireland	1.0000-1.0000
Indian rupee	60.30-42.42	Italy	1191.00-1191.00
Kenya shilling KES	0.5215-0.5275	Japan	125.35-125.35
Malaysian ringgit	4.0000-4.0000	Netherlands	2.5070-2.5070
Mexican peso	5490-5590	New Zealand dollar	1.8710-1.8710
New Zealand dollar	3.3440-3.3520	Saudi Arabia riyal	6.2225-6.2225
Saudi Arabian riyal	1.0000-1.0000	Singapore dollar	1.84-1.84
Singapore dollar	2.9381-2.9452	South African rand	6.0000-6.0000
S Africa rand (rand)	6.0000-6.1044	S Africa rand (cont)	5.1000-5.1000
S Africa rand (cont)	5.1000-5.1000	US \$ & dollars	1.0000-1.0000
US \$ & dollars	1.0000-1.0000	U.K. sterling	1.4120-1.4120

Bank Rates GTS * Lloyd's Bank

Base Rates Clearing Bank 10% Finance Base 1%					
Diamond Market Loans Original bids 10% Low B					
Term Bank bills (Days/Buy) 2 mths 0% 3 mths 9% 12 mths 9%					
Prime Bank Bills (Days)	1 mths 10% 2 mths 10% 3 mths 10% 12 mths 10%				
Stacking Money Rates	10%+10% 10%+10% 10%+10% 10%+10% 10%+10% 10%+10%				
Overnight open 10% disc 9%					
Local Authority Deposits	10% n/a 10% 10% 10% 10%				
Stocking Cash	10%+10% 10%+10% 10%+10% 10%+10% 10%+10%				
Building Society CDs	4.08-4.03 4.07-4.02 4.07-4.02 4.10-4.05 4.45-4.41				

ECGFI Fixed Rate Stacking Export Finance. Make-up days Jan 31, 1992 Agree
Scheme II & III: 12.01%
Reference rate Jan 1, 1992 to Jan 31, 1992 Scheme IV & V: 10.13%

COMMODITY DEPOSITS (%)				
Currency	7 day	1 mth	3 mth	Coll.
Dollar:	4 1/8-3 1/8	4 1/8-3 1/8	4 1/8-3 1/8	4 1/8-3 1/8
Deutschmarks:	9 1/8-9	9 1/8-9	9 1/8-9	9 1/8-9
Pound Pounds:	10-10	10-10	10-10	10-10
Swiss Franc:	7 1/8-7 1/8	7 1/8-7 1/8	7 1/8-7 1/8	7 1/8-7 1/8
Yen:	5 1/8-5 1/8	5 1/8-5 1/8	5 1/8-5 1/8	5 1/8-5 1/8

PRECIOUS METALS - COMEX Co.			
Bullion Open \$355.50-355.00	Close \$352.80-354.50	High \$355.90-356.40	
\$355.50-355.00	\$355.50-355.00	\$355.50-355.00	\$355.50-355.00
Silver: Old \$48.25-\$5.25 (\$46.50-\$7.50)	New \$48.00-\$5.00 (\$46.25-\$7.50)		
Platinum: Old \$940.50 (\$948.65)	\$846.50 (\$847.50)		

Coopers & Lybrand ordered to pay \$200m damages

FROM PHILIP ROBINSON IN NEW YORK

A TEXAS jury has awarded more than \$550 million against a group which includes Coopers & Lybrand, the accountant, for its part in the American "bricks in transit" computer scandal which cost Standard Chartered Bank \$110 million.

Standard Chartered had already written off \$80 million over the affair and had been considering suing for the remaining \$30 million.

Three years ago, outside directors and new auditors of MiniScribe, the Colorado-based computer hard disc maker, conducted a six-month investigation and charged that company managers had "perpetrated a

massive fraud". Investigators took evidence from 100 interviews and sifted 300,000 pages of documents covering a period from 1985 to the end of 1988 when MiniScribe was among the hottest computer stocks on Wall Street.

They reported that senior company officials broke into locked trunks containing auditor's paperwork for the year ending December 1986 and inflated stock values by \$1 million, altering figures in a way that if detected could have been explained as typographical errors.

Common building bricks were packaged to look like \$4.3 million of hard disc sales and sent to the distributors so

they could be counted as stock in transit.

Later in the investigation the Securities and Exchange Commission found a computer program created by the company called "Cook Book". MiniScribe went into bankruptcy protection two years ago after failing to pay \$3.7 million of interest to its bondholders.

The jury found against Coopers & Lybrand, MiniScribe's accountant, Hambrecht and Quist, a San Francisco investment bank, its founder, William Hambrecht, and Mr QT Wiles, chairman of MiniScribe during the time the fraud took place. They awarded \$28.7 million in compensation and \$530 million punitive damages.

Action was brought by holders of MiniScribe bonds who said they lost \$20 million because they invested in the company on the basis of false financial information. It is the first of a dozen legal actions due to be heard.

The damages award was split: \$250 million against Mr Wiles, \$200 million against Coopers & Lybrand, \$45 million from Hambrecht and Quist, and \$35 million against Mr Hambrecht. All defendants are expected to appeal.

Coopers & Lybrand said in a statement that it would mount a vigorous appeal against what it described as a "vastly excessive and unconscionable punitive award". Hambrecht said it had been a victim not a perpetrator, and had helped to unearth the fraud.

A lawyer for Mr Wiles said the verdict was "unfortunate". Joseph Jamail, lawyer for the bondholders Kemper Capital Management and the National Bank of Galveston, was awarded a fee of \$8.2 million. He is best known locally for winning the \$10.3 billion damages awarded in 1986 to Pennco in its action against Texaco.

Housing starts show 3% rise

BY COLIN NARBROUGH, ECONOMICS CORRESPONDENT

OFFICIAL figures showing a pick up in the number of new dwellings started in Britain in the second half of last year were hailed by the government as a fresh pointer to economic recovery.

But City analysts dismissed the data on housing starts as irrelevant, noting that the stock of unsold houses grew strongly last year. The latest building society figures show house prices continuing to weaken last month.

Government data published yesterday show the number of housing starts in the final quarter of 1991 was 35,200, up 3 per cent on the same period in 1990. In the second half of last year, starts were up 5 per cent on the second half of 1990. For the whole year, however, starts dropped 1,000 to 160,300.

Tim Yeo, the environment minister, said: "These latest figures confirm recent evidence that recovery is getting under way in the house-

building industry. For the second consecutive quarter housing starts have recorded a rise compared with the previous year." He said recent mortgage rate cuts and the temporary abolition of stamp duty meant "prospects for the housebuilding industry are already improving".

But quarter-on-quarter figures showed housing starts fell by 8 per cent after seasonal adjustment in the last three months of 1991. Housing association starts, which have been encouraged by government programmes, were the only category to show a quarter-on-quarter rise.

John Wigglesworth, housing analyst at UBS Phillips & Drew, said starts were not a useful guide to housing demand. He underlined the importance of the increase in unsold new houses to about 80,000 last year from 45,000 the previous year.

Ton of bricks, page 21

CSR assets abroad revalued

CSR, an Australian building and sugar group, is writing down its international operations by \$669 million (\$292 million). The revaluation covers plant, equipment, goodwill and trademarks. CSR said it would record a net extraordinary loss of Aus\$58.2 million in the year ending March 31.

Alan Coates, chairman, said shareholders' funds would be reduced by Aus\$372 million, about 10 per cent of non-current assets. The write-downs would improve CSR's profitability by about Aus\$15 million a year because of lower depreciation and amortisation charges.

Director goes

Kevin Bens, aged 38, financial director of Central Independent Television, is leaving the company, only months after it won a new 10-year broadcasting franchise.

Board return

Keith McDonald has rejoined the board of The News Corporation, the international media group that owns The Times. Mr McDonald left the board last October, when he was about to retire as chief executive of Queensland Press, but was subsequently invited to become a non-executive director.

Airport revamp

BAA, the airport operator, announced a £60 million programme to improve international passenger facilities at Glasgow airport. The airport's capacity will rise from 5½ million to 10 million passengers a year.

Pay deals and job losses add to German worries

BY WOLFGANG MÜNCHAU

GERMAN economic gloom deepened yesterday following the announcement of a sharp rise in unemployment in eastern Germany, and comments by a Bundesbank council member that interest rates will have to stay high for some time because of high wage settlements.

The uncertainty surrounding prospects for the western German economy increased further after comments from Lothar Müller, the headline Bundesbank council member for the state of Bavaria, who announced that he "could not hold out the prospect" of lower interest rates because of high wage settlements and the rise in public debt, which will increase to almost DM2,000 billion by 1994, double the pre-unification level of 1989.

Today, the Bundesbank will hold its first council meeting following Monday's controversial wage agreement in the steel sector, which resulted in a wage package worth a total of just under 6.4 per cent. The Bundesbank is known to be deeply concerned about this settlement. However, it is unlikely that the council will vote to raise official interest rates again given the furor caused by last December's controversial half-point rate increase.

The wage agreement in the steel sector has been widely condemned amid fears that wage deals of 6 per cent and above would spill over into other sectors, and thus accelerate the growth in inflation. The IG Metall steel and

metalworkers' union said that the steel agreement would form the benchmark for the forthcoming metal wage round — the most crucial of all, affecting 4 million workers. If the union can repeat its negotiating success, a subsequent rise in German rates can not be excluded.

The metal employers organisation said yesterday that 90 per cent of its members demanded a complete rethink of wages policy in order to avoid massive job losses. Dieter Kirchner, the association president, said yesterday that 80 per cent of metal companies were unable to absorb last year's settlement of 6.7 per cent, and had to pass on the extra costs in higher prices.

For the current wage round, the IG Metall is demanding a settlement of 9.5 per cent. But the employers maintain that "even a wage demand 1 per cent below that of last year is beyond reason".

The increasing uncertainty in western Germany coincides with signs of an upturn in economic activity in the east, where industrial orders rose by 5.3 per cent in November, albeit from a low level. The economic recovery has had little impact on the east German labour market, however, as unemployment jumped by 300,000 to 1.34 million in January, or 17 per cent of the workforce, according to the federal labour office.

The rise in unemployment was a direct result of the expiry of a subsidised short-time work scheme at the end of last year. The numbers in short-time work as a result of the scheme fell sharply from 1.03 million in December to 520,000 in January.

However, the true extent of eastern German unemployment remains disguised by a series of training and job creation measures, and it is believed that the underlying unemployment rate may now be as high as 40 per cent of the workforce.

Comment, page 21



VODAFONE Group, the cellular telephone company under Sir Ernest Harrison, chairman (above), has acquired 18.9 per cent of NordicTel Holdings, the Swedish telecom company, which has a 100 per cent interest through its subsidiary, AB NordicTel, in a Swedish GSM digital cellular licence.

Vodafone will relinquish

its 10 per cent holding in AB NordicTel and pay Kr3.5 million (£330,000) for the NordicTel Holdings stake. It will also acquire a promissory note for Kr1.5 million and make capital investments of Kr87.5 million in the financial year 1991-2, and Kr125 million in 1992-3. The total payment amounts to around Kr217.5 million. — Reuter

Alphameric directors issue an ultimatum

BY GILLIAN BOWDITCH

ALPHAMERIC, which makes computer keyboards and electronic point of sale systems, announced a long-awaited restructuring. The group is raising £4.3 million by way of a placing and open offer of 20 million new shares at 23p. Its shares fell 14p to 1p. The issue has been conditionally placed or underwritten by Guinness Mahon.

Shareholders will receive a document outlining a radical reorganisation. It states that if the proposals are not approved, the group is likely to cease trading. An extraordinary meeting has been called for February 28.

The main points of the proposed reorganisation include consolidation of the existing ordinary shares and subsequent division of the consolidated shares into new ordinary shares and deferred shares; rescheduling of debt repayments; renegotiation of banking facilities and elimination of the deficit on the group's profit and loss account by a capital reduction.

Midland Bank is providing a mortgage loan of £906,250 on a factory in Andover, Hampshire, a three-year revolving capital expenditure loan of £230,000 and an overdraft facility of £500,000.

The group lost £377,000 pre-tax in the six months to September 30 (£1.75 million loss). Turnover fell from £5.93 million to £3.63 million and there was an exceptional credit of £1.12 million for the profit on disposal of the group's financial systems division. The loss per share is 0.3p compared with 1.7p.

Dr Geoff Bristow, who helped to devise and implement the rationalisation plan, has resigned as a director to take up a post in America.

BUSINESS ROUNDUP

Lee leaves Attwoods soon after rights

STUART Lee has resigned after 15 months as finance director of Attwoods and three months after the waste management group's £80 million rights issue. Attwoods was forced to proceed with the heavily discounted share issue after its main American bank collapsed and other banks refused to extend extra credit facilities. Ken Foreman, the Attwoods chairman, said Mr Lee could not take "full responsibility" for the rights, but he added that "it had got to an untenable position where his credibility was affected."

Attwoods' attempts to raise funds was opposed by institutional investors who were surprised by the move at a time when profitability did not appear to be under threat. The nine-for-25 rights issue was subsequently revised, with new shares being offered at 100p each, against the then market price of 175p. The shares stayed at 146p yesterday.

British Thornton ahead

BRITISH Thornton Holdings, the manufacturer and distributor of educational equipment, is back in the black after last year's reorganisation. The company unveiled a pre-tax profit of £20,000 in the six months to end-October (£413,000 loss), on turnover of £1.1 million (£354,000). However, the previous figures are not really comparable because of the changes in the nature of the business. Earnings per share stood at 0.1p (1.2p deficit). There is no interim dividend (nil).

Blenheim raises £5.5m

BLenheim Group, the exhibitions organiser, has raised £5.5 million via a placing of 1.35 million new shares, 1.5 per cent of the enlarged share capital. BZW placed the shares with 12 institutions, predominantly French, at a slight discount to the market price, which subsequently fell 3p to 420p. The proceeds of the placing will be used for working capital. About 32 per cent of the group's shares are now in French hands. Générale des Eaux, the utilities group, saw its stake in Blenheim diluted to 14.8 per cent from 15.1 per cent.

Whessoe sells offshoot

WHESSOE, the instrumentation and engineering group, has continued to move away from heavy engineering manufacture with the sale of Whessoe (Ireland) to its management for Ir£705,000 (£650,000). Chris Fleetwood, Whessoe's chief executive, said the company decided to move away from heavy engineering in 1989 because there was "no longer an adequate market".

Olivetti forecast

OLIVETTI, the Italian computer maker, hopes to break even or make a small profit this year, according to Carlo de Benedetti, the chairman and chief executive. Speaking at the World Economic Forum at Davos, Switzerland, Signor de Benedetti said his forecast assumed a flat economy, but a smaller decline in prices than last year, when personal computer prices fell by 40 per cent in six months.

1991. A year in which we achieved many highs.

- Pre-tax profits up 29% to a record £54.6 million. (1990 £42.3 million.)
- Net profits up 33% to a record £36.6 million. (1990 £27.5 million.)
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- Net retail receipts up 86% to £442 million. (1990 £237 million.)
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STOCK MARKETS

MMC report helps price of car dealers accelerate

THE motor distributors moved into top gear on news that the Monopolies and Mergers Commission had largely supported the industry's claims that it operated a free and competitive sales system that was not against the public interest. However, the commission said a monopoly had operated in the car parts trade and called for the restriction on Japanese imports to be lifted in order to generate increased competition.

The report came as a relief for hard-pressed car distributors. Gains were recorded in Appleyard, 3p to 102p.

Caffray, 1p to 349p. Dagenham Motors, 3p to 118p. Evans Halsehaw, 6p to 275p. Lex Service, 3p to 220p. Lookers, 1p to 94p. and Quicks, 1p to 60p. Shares of Pendragon advanced 19p to 193p after becoming a constituent of the FT all-share index. Inchcape, which handles the distribution of Toyota cars in Britain and other parts of Europe, jumped 12p to 432p.

Elsewhere, investors were apathetic. The FT-SE 100 index saw an early 12-point

RECENT

STR Warrants 1995/96 57 -1

Beecham A rose 11p to 966p amid optimism about good prospects for its new treatment for enlarged prostate glands.

Medeva jumped a further 10p to 283p after a presentation in New York. Bernard Taylor, the chairman, is believed to have created a favourable impression with American fund managers.

County NatWest Woodmac has become the latest broker to downgrade its profits forecast for Allied-Lyons after meeting the company. It has cut its forecast for the current year by £27 million to £635 million and for 1993 by £30 million to £730 million after a poor January.

Tipstock continued to reel from this week's bear raid, with the price losing 20p at 380p, for a two-day deficit of 35p. UBS Phillips & Drew has downgraded the asset values of some property companies.

□ In New York, the Dow Jones industrial average was 0.89 of a point higher at 3,273.70 in mid-afternoon trading.

MICHAEL CLARK

CONCLUSIONS

MAJOR CHANGES

STL Wisconsin 1995/96	57	-4	Seaford Resources 601	55	...	RISER			SmithKline	9880	+13
Capital Industries 19	63	...	RIGHTS ISSUES			MJ Glascock	9100	+120	FALLS:		
Boomer Preferred Common 1000	99	...	BM Group (10g NIP) 633	79	-1	Prochnick	12000	+500	Allied-Lyons	6020	-10
Panning James 1995 100	99	+1	Baldwin Hunter 20g NIP (220)	14	...	John Menzies	4320	+210	Wellcome	11260	-32
Amco Asia Inc 1995 6104	6114	...	Clarke Road 5g NIP (18)	12	-1	Glasco	8470	+100	British Land	2630	24
Melrose Wisconsin	6	...	HS-Tea Seed 10g NIP	54	...	Inchcape	4320	+150			
Kaiser & Merc. Tex Inc 12 up	102	...	Whoddy NIP (155)	72	...				Closing Prices	Page 21	

THE TIMES UNIT TRUST INFORMATION SERVICE

[illegible]

COMMENT

German wage fears overdone

Today's meeting of the Bundesbank council is generally expected to be an apocalyptic affair. Even though the Bundesbank is most unlikely to stun the world with another hike in interest rates, as it did on December 19, today will be the first opportunity for council members to vent their wrath at the steelworkers' 6.4 per cent pay settlement.

Yet two crucial elements are missing in the apocalyptic scenario which sees German interest rates staying unchanged, or even rising, before the summer. First, the Bundesbank is not implementing an incomes policy, but a monetary policy. As Hans Tietmeyer, the Bundesbank's deputy president again made crystal clear, both on and off the record, at Davos, the behaviour of the money supply, not the behaviour of the unions, is the council's primary concern. December's rate hike was due first and foremost to alarmingly high money supply numbers. If and when M3 growth eases back towards the Bundesbank's 5 per cent target the way for lower interest rates will be clear, even if pay settlements are still running at 6 per cent plus. But how could monetary growth decelerate if the unions win such high wages? This leads to the second flaw in the Götterdämmerung scenario.

Although wage growth has recently been faster than expected, price inflation has been lower. Inflation now looks like peaking well below 4.5 per cent in March and by July, when indirect taxes changes drop out, it may fall below 3 per cent.

High wage increases are not feeding straight through to prices partly because the economy is weakening, but also because many German companies are still enjoying ample profit margins which they can afford to trim. In 1990, the share of profits in Germany's national income had reached an all-time record. If they lose the fight to preserve their profit margins, the long-term prospects for German reconstruction will suffer, but predictions that 6 per cent pay settlements might produce a serious wage-price spiral or a deep recession are far-fetched.

Housing hopes

Activity in the housing market often goes hand in hand with the first stirrings of economic recovery. It is hardly surprising that yesterday's statistics are being dissected with laser-like intensity in the City. On the surface there is not much to shout about.

There is however more cheer in recent, though anecdotal, evidence from the leading companies in the housing trade. This may give a more accurate picture than the historic official data, which in any case predated both the government package of measures to stimulate housing and the latest round of building society mortgage rate cuts.

BZW, the securities house, carried out a straw poll of the 27 (by definition leading) companies covered by its analysts in the last days of January and found that no less than 63 per cent reported an increase in site traffic during January compared with a year ago. Some 70 per cent see a volume increase in the market this year, 63 per cent expect an increase in operating profits during 1992 and over half are more optimistic than in December.

It must be said that January 1991 was marred by uncertainty due to the Gulf war and that most of BZW's respondents expect no great price increases this year. But if the Budget, and the election, contain measures to boost confidence, the better housebuilding shares are worth a second look.

Recession has blown the roof off the building materials industry and the OFT is at the door. Martin Waller looks at the urge to merge

Piled up in stockyards across the length and breadth of Britain are enough bricks to re-house a city the size of Bristol. By pure coincidence, that is about the number of bricks house-builders will need over the next year, which suggests at first glance that the brick-making industry, now the subject of a complex three-way corporate tussle, may as well shut up shop until 1993.

The actual state of the industry, although not quite that grim, is grim enough. The Brick Development Association believes that there is enough product already manufactured to keep the building industry as a whole going for 29 weeks, once allowance is made for the use of bricks in non-housing developments.

That figure is the highest in living memory. It contrasts with just four weeks' supply at the end of 1988, when the building industry was at its most recent peak. Then, total production approached 5 billion bricks a year. Moulding of plant in the subsequent downturn has reduced that capacity to little more than 4 billion, yet still the stocks rise.

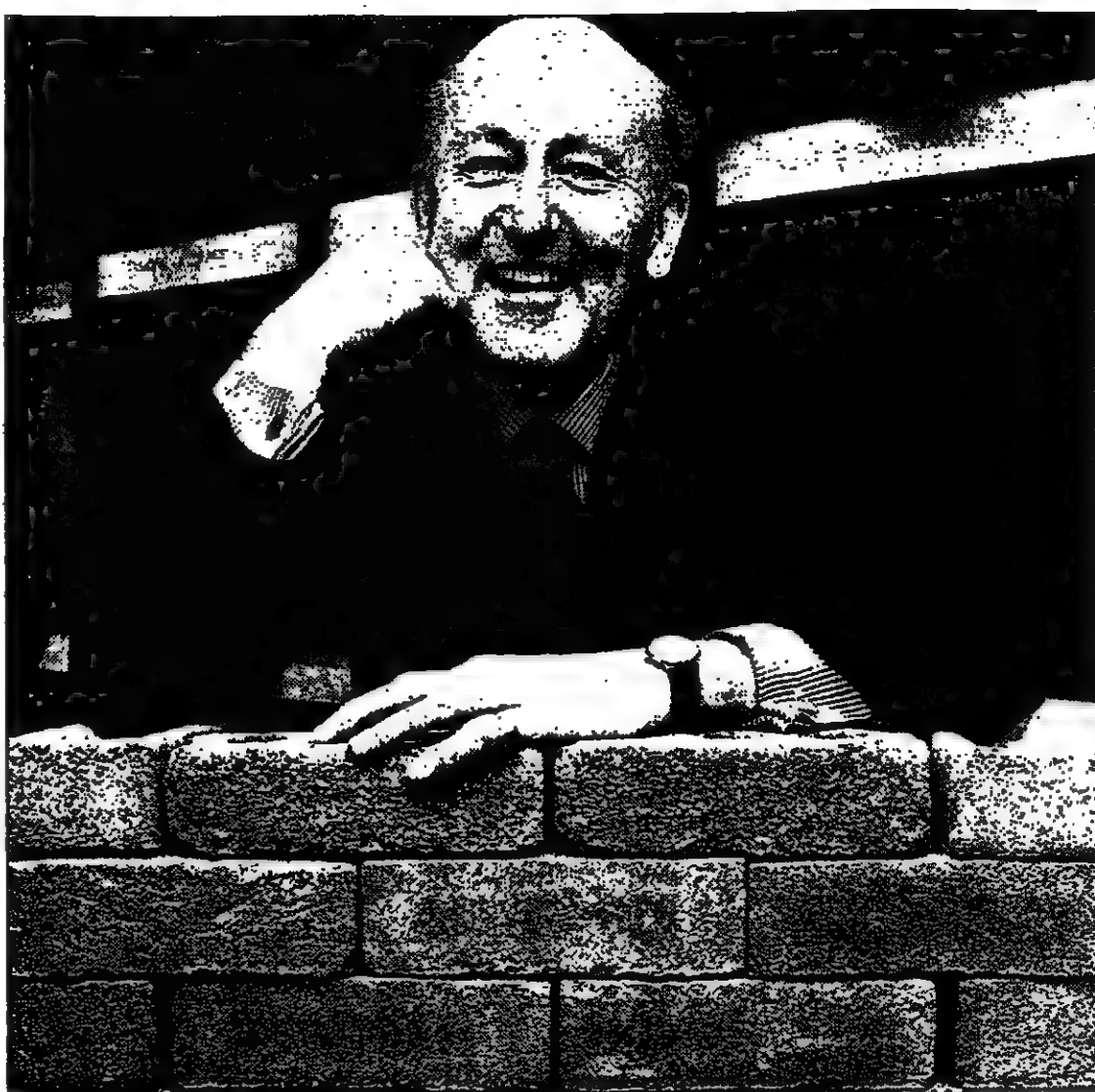
Already the number of employees in the brick industry has fallen from 12,900 in December 1987 to 10,000, and the association envisages another 1,000 losing their jobs by the end of this year.

Britain's cement industry, on the other hand, is the domain of just three companies. High stocks there are less of a problem than in the more fragmented brick market, as it is easier for the three to turn off the tap at source. But the British Cement Association believes that of the country's capacity of 20 million tonnes a year, about a quarter is currently unused.

As for concrete roof tiles, faced with overcapacity the plants merely cut the number of shifts worked rather than allow stocks to build up. Production has fallen by a third since the 1988 peak, but little capacity has been taken out of the industry.

Against this background, the battle over the future of Steeley, one of the big players in bricks, tiles and building aggregates, is less about corporate control than about who will carry out the inevitable plant closures that will come this year and thereafter.

Economists studying the housing market have spied so many false dawns that few are still taking bets on when demand and prices will recover. There are anything between 60,000 and 100,000 new homes already built and on the market, in addition to higher-than-normal levels of second-hand homes looking for new owners. Another 80,000 are



Building sights: Redland and Tarmac are vying for David Steeley

expected to be released on to the market this year as they are repossessed by building societies from owners behind on their mortgages. A recent study by UBS Phillips & Drew suggests there is a tidal wave of 220,000 unsold homes swamping the market, twice the number of a year ago.

Housebuilding starts are inevitably back to the levels seen during the last great recession in the industry, during the early Eighties. The well-respected National Council for Building Material Producers believes that hardly more than 160,000 homes were started last year. That figure will rise to just 182,000 this year, says the council, and even this figure is probably over-optimistic. As recently as 1988, the housebuilding industry was starting a quarter of a million homes annually.

The £580 million bid by Redland for Steeley, planned and rumoured for months and the biggest running on the stock market, was brought forward when Steeley announced its own defensive link-up with a third building materials group, Tarmac. The state of the industry is such that the announcement of the Tarmac venture, seen as good news for both companies, was accompanied by a warning from Tarmac that the housing market was worsening

and further provisions against the falling value of its land bank might be needed.

The aim was for the two to merge their building materials interests into a joint venture which would have respectable market shares, of between 13 and 17 per cent, in clay bricks, plain roof tiles, concrete blocks, structural concrete and re-constructed stone. David Steeley, Steeley's chairman, suggested that 14 less efficient plants, mostly brickworks, would close, annual cost savings would reach £10 million, and the whole venture would eventually provide a return to the heady 24 per cent operating margins of the boom years of 1988 and 1989.

The last promise was greeted with some scepticism, not least by Redland, which saw the Tarmac deal as a "poison pill" aimed at robbing the company of its legitimate prey. As such, argued Redland, the terms overwhelmingly favoured Tarmac, which was bringing to the marriage low margins and less attractive businesses like concrete blocks in exchange for Steeley's roofing tiles.

The Tarmac-Steeley link was certainly a defensive one, although it is arguable which was the greater benefit: defence from Redland, or from appalling trading conditions. The

industry expected it to be followed by similar rationalisations elsewhere. Richard Miles, Steeley's chief executive, commented at the time: "Somebody needed to do this. The industry needs to rationalise to reflect market conditions."

Another attraction of the merger was that the low combined market shares seemed to raise no competition problems. The Office of Fair Trading has long cast a baleful eye over building materials, an industry which has one of the worst records of any for price-fixing and anti-competitive cartels.

Market rigging is relatively easy because most individual sectors are dominated by very few firms and the sheer bulk of the products makes importing difficult. Over the past two decades a wide spread of building materials firms have trooped in and out of the courts. Only last month, the European Commission threatened big fines after instituting an enquiry into the European market.

Steeley and Tarmac have about 17 per cent of the national brick market and more than 35 per cent of clay tiles. Redland and Steeley between them have the same proportion of bricks, but the concentration of clay tiles is even higher, well in excess of 40 per cent.

Redland, because of a wise con-

centration on the German building materials market in the mid-Eighties and a well-timed rights issue last year, is not in the same parlous financial state as the other two companies, but it badly needs to win Steeley. Its British materials interests are hardly immune from recession, and the company is not arguing too strongly over analysts' projections of £30 million in cost savings if the takeover succeeds.

Redland also has an advance corporation tax problem, with more than 70 per cent of profits earned outside Britain. A substantial British acquisition would bring enormous tax savings, and Steeley is claimed to have some £35 million of unused ACT capacity.

Privately, Redland has accepted that the high concentration in clay tiles could be a problem and hinted it was prepared to agree whatever sales of assets the OFT required in return for the rest of Steeley. The company had been convinced that a merger would create no further monopoly problems, in bricks for example.

All three parties, and the stock market, seem to have underestimated the extent of the authorities' distrust of the building materials firms. Sir Gordon Bortle, the outgoing director general of fair trading, has long been keen on a thorough review of the industry, and he now has his chance.

Peter Lilley, the trade secretary, will learn before Valentine's Day whether he has succeeded in a plea to the European Commission, which under the Byzantine EC competition laws is ruling on the Tarmac-Steeley joint venture but not the Redland bid, to return the venture to the scrutiny of the OFT. Whether he succeeds or not, his belief that the venture "raises competition concerns within the UK for bricks and clay roofing tiles" augurs ill for Redland.

The best outcome Redland can hope for is a threat to send the bid to the monopolies commission unless the company gives the OFT assurances that sufficient disposals will be made. If the OFT is allowed to rule, a similar fate could await the Tarmac-Steeley joint venture.

Redland could even be asked to sell some of its brick business, and is unlikely to demur. A firm decision should come by next Thursday, when the City takeover panel next considers an extension of the bid timetable. Both links could end up with the MMC in any event, if the OFT takes a strong line.

Redland's strategy had always been to kick Steeley when it was down — in fact, the bid was first timetabled for this spring, when Steeley would have been even further down and easy pickings. To everyone's surprise, the OFT has adopted the same policy towards the industry itself. The message coming from the OFT's headquarters off Chancery Lane is clear: even defensive mergers aimed at securing a company's survival will not escape the eagle eye of the regulator. This message has not been lost on other battered materials businesses.

THE TIMES CITY DIARY

Sinking chambers

YET more evidence of the depths into which the British economy has sunk comes from France, where export statistics show that Britain has been knocked off the top spot as the world's largest importer of champagne. Consumption fell 34 per cent last year to a miserable 14.03 million bottles. At this level, Britain has been narrowly beaten by Germany, which consumed 14.05 million bottles, according to the Comité Interprofessionnel du Vin de Champagne (Epervier). Worse still, the Germans have the audacity to claim that the French statistics are wrong. Their official champagne count, conducted by the federal statistics office no less, shows that German consumption has risen 12 per cent. The discrepancy, one hears, stems from the fact that consignments of champagne originally sent to Britain were subsequently diverted to Germany. In the end, neither Britain nor Germany are a match for the French, whose consumption in 1991 was 132.5 million bottles, almost ten times as much as in either Britain or Germany.

Fiery encounter

ANALYSTS often travel to far-flung corners of the world in the line of business. Fred Wellings, former head of research at Credit Lyonnais Laing, found himself in Venezuela, in the wake of Tuesday's failed coup attempt. Wellings, a building and construction analyst now working as a consultant to CLIL, had a narrow escape while in a taxi in Caracas. As he



"Pathetic whitewash sir"

reached into his breast pocket for his wallet, the driver lunged across and seized his arm, fearing he had a gun. Those in the City who know Wellings find the prospect bizarre. "The last thing he fired was an incompetent analyst," a colleague chuckles.

Long memories

THE last thing Boris Yeltsin needs on his official visit to Paris is a horde of French protesters demanding money from the Russian federation. That, however, is exactly what he has found. The demonstrators are all that remain of the many French investors who, along with the French state, subscribed heavily in 1917 to bonds issued by imperial Russia. Despite Lenin's repudiation of Russia's external debts in 1918, they have never given up hope of repayment. But their chances do not appear good. Yeltsin is hoping to squeeze as much financial aid out of the French government as possible, and could ask it to sacrifice the French state's bond repayment claim.

Soviet Greetings

BESET by food shortages and economic problems, the former Soviet Union has, nevertheless, found time to stage an event with a Western flavour. On February 26-28, judges gather in St Petersburg for the first Russian businesswoman of the year competition. Among the nominees will be Valerie Greet, manager of NatWest's community relations department in London, and chairman, for the past three years, of the European Association of Professional Secretaries, whose 1,500 members work for directors. In March, Greet is due to judge the European professional secretary of the year competition, sponsored by The Times.

Maxwell assets

MORE insights into the world of the late Robert Maxwell appear in a new Sotheby's catalogue of contents of the publisher's apartment at Maxwell House, which are to be sold on February 14. The bed in the master bedroom, which has a padded serpentine headboard upholstered in red and blue, has a top estimate of £2,500. The office desk has a price tag of £400 and the tycoon's favourite armchair in black leather with a five-legged base may fetch £100. There is even a chance to buy his baseball caps, one inscribed "guyton" and another "MCC", and a 2ft long, wooden model of a helicopter may go for £80-£120. There was even a little champagne left over — ten bottles of Dom Perignon 1983 and two bottles of Moët et Chandon.

JON ASHWORTH

Help to mortgage borrowers in trouble is best given by lenders

From Mr J. Ellis

Sir, Your criticism of building societies for not supporting the Money Advice Trust (Comment, February 4) is misguided. Borrowers in financial difficulty need practical help and societies can better provide that directly, rather than by funding advice from elsewhere.

The mortgage is normally the biggest debt, and only the lenders best know what temporary relief is possible, or can suspend payments, make other concessions, or extend the repayment term; they might even help spread other

debts. They can advise on DHSS help with interest payable to them.

It is understandable if lenders who try to counsel customers well themselves, both before the loan and on any later problems, should balk at also subsidising an outside agency, whose purpose they might see as more valuable in regard to lenders who could be less caring than themselves.

Yours faithfully,
J. ELLIS,
Lythe House,
Court Close,
Bray, Berkshire.

Lloyd's market needs outside regulators

From Mr J.N.M. Lyons

Sir, As a result of my letter of January 24 I have received letters from your readers, asking me what they, as hard-pressed names, can do in order to stop the problem of open syndicates: it is my opinion that this problem will severely increase unless drastic action can be taken.

The problems that the existing members suffer from, as we know, relate back to policies underwritten as far back as the Forties.

The profits from these years were paid out to the past membership, with both Lloyd's agents and the Inland Revenue receiving large cheques. In hindsight, it is now recognised that these profits were bogus, and not anywhere like sufficient to allow for the unknown losses.

I might add it was actually in the interests of both Lloyd's agents and the Inland Revenue to pay out far too much, leaving perilously small reserves. It is therefore unfair for the present membership

to be bankrupted due to sufficient reserving not being paid for by past names.

My answer to the various letters received is to advise these members of Lloyd's to lobby their members of parliament in order to obtain: 1) immediate government financial assistance and 2) SIB-type regulation of Lloyd's to work much more closely and openly with the Treasury for the future.

Yours faithfully,
J.N.M. LYONS,
Members' Writing Room,
Lloyd's of London,
One Lime Street, EC3.

Syndicates' profits

From Mr A.H.B. Franklin

Sir, Some you win, some you lose. It would be interesting to know the scale of profits shared by those off-mentioned famous names and others in Mr Outwaite's syndicate during the good years. A coin has two sides.

Yours faithfully,
A.H.B. FRANKLIN,
58 Bath Road, W4.

Auditors of bankrupt companies should carry out liquidation

From Mr J. Slevin

Sir, "Maxwell's ill wind blows sweetly through the City" read one of your headlines (January 30). The report commented on the time spent and, by inference, the money earned, by accountants in liquidation processes. Would it

not be an idea to add a clause to the next Finance Bill stipulating that the auditors of companies in liquidation would be responsible for carrying out the liquidation process and that their fees would rank alongside unsecured creditors? This may well prevent some companies getting into trouble, but if they did, and if there were funds over, it would accelerate the winding-up process.

Yours faithfully,
JOHN SLEVIN,
9 Willow Close,
Brampton, Huntingdon.

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ACCOUNTANCY TIMES



Time to speak out: Michael Fowle thinks the public should hear more about accounts that were corrected by tough auditing

Bridging the audit gap

Michael Fowle calls for a much wider debate on the role and responsibilities of the auditor

There is now a sizeable expectation gap between what auditors do and what the public thinks they do or ought to do. The accountancy profession can either hope the gap goes away of its own accord or do something about it.

As long as the recession continues there will be corporate collapses. In their wake will follow comment, both informed and uninformed, on the role of the auditor in preventing such failures. Little will be said about the tens of thousands of audit reports with which there have been no problems, nor comment about the thousands of companies whose accounts were corrected by tough auditing.

The auditing profession can do nothing to stop this adverse comment. It can do something about informing investors and the public about the role of the auditor. Better still, it can examine if that role needs to change. Maintaining a posture of silence or even defensiveness will not endear ourselves to anyone, not least the people we work for — shareholders.

This last point is most important. In the millions of column inches devoted to corporate collapses, the overwhelming impression is given that auditors work for companies and their management. We do not. Our report is addressed to shareholders

and gives an independent opinion on the accounts which the directors, not the auditors, have drawn up. Audit responsibility is rooted in stewardship; have directors faithfully reported what was done with shareholders' money?

But it would be absurd to pretend that this is all that is expected in today's environment. And it would be equally vain to close our minds to ways in which these expectations might be satisfied. There are three common examples: viability, internal controls and fraud.

A set of accounts is a record of the past. What concerns shareholders apart from stewardship, and concerns others such as lenders, creditors, suppliers and regulators, is what might happen to the company in the future.

Technically, auditors do consider whether the company on which they are reporting can reasonably be regarded as a going concern, and that involves some judgment of the future. But it is a rudimentary test. A clean audit report does not give a guarantee of future solvency; still less does it constitute an

investment recommendation. The predictive value of accounts is not simply an audit issue. We all have an interest in making financial reporting more useful. But there is a limit to the information a set of accounts can convey. It is only part of the story, and needs to be taken in context with other, less quantifiable and more verbal, factors.

A great deal of progress in financial reporting has been made. But the debate must involve everyone with a concern in this issue. The result may be an expansion of the auditor's role beyond numerical elements of reporting. An example is the proposed environmental audits. Auditors will be delighted to rise to this challenge.

Second, is it not helpful for shareholders to have more information on a company's internal financial controls? Too often, we have heard receivers state that the internal documentation and financial monitoring systems of an insolvent company were woefully inadequate. As part of almost any audit, the auditor

will consider how far he can rely on internal controls to generate the numbers on which he reports and he normally gets a fair idea of the state of the company's systems, as a by-product of his audit responsibility. He will comment to the management (for the company's benefit) but he does not normally do a full review of all internal controls and management information systems. By building on his existing work, it would be possible to shed more light on these areas, which would further assist or caution shareholders.

Last, perhaps the greatest part of the expectation gap relates to fraud. This is an emotive and fascinating issue. But to see the audit in the simplistic terms of an old-fashioned detective story is a failure in perception on one side, and in communication on the other.

There is a broad distinction between two types of fraud. The first is high-level fraud, perpetrated by management and usually aimed at misrepresenting the company's financial position to the outside world. The second is normally smaller in amount but probably more prevalent in number, and typically comprises defalcation by company employees. To a large extent, such smaller frauds fall within the province of internal systems, and what I have said about controls would be the way in which an auditor

could best contribute to improvement.

Management fraud is the real issue. An auditor plans his work so as to give reasonable expectation of finding any material mis-statement in the accounts. A fraud might be one reason why mis-statement could occur. But by the very nature of management fraud, it is hard to detect. And reasonable audit procedures are no more than reasonable. Nothing in life is absolutely certain; that applies to audit tests as anything else. What has been missing is debate about the degree of certainty and the costs involved.

Rational discussion of this issue is not possible without recognising that the law of diminishing returns works very rapidly against you. Do shareholders think the extra cost is worth it for the relatively small number of cases — however spectacular — which remain undetected?

All this is part of the expectation gap. As auditors we must both better manage that expectation and re-examine the auditor's role. Just as we fail to tell the world about the many good and useful things we do, we also fail to take the lead in mapping the path ahead. This is something that can, and must, change.

Michael Fowle is head of general practices at KPMG Peat Marwick

Taking a stand on standards

THERE are encouraging signs that at long last the accountancy profession is capable of enforcing financial reporting rules. For years, the whole battleground between accounting standards matters and companies which wanted, well, just a bit more flexibility in interpretation and a boost to earnings per share as a result, was a disaster area.

By and large companies got away with doing much as they wished because there was neither an effective enforcement system nor a prevailing fashion for financial propriety. Now there are signs that all that has changed. And the paradox is that it has largely happened because the accountancy profession has relinquished much of its control over the system.

Last week an extraordinary thing happened. Share prices fell because a company was rapped over the knuckles for not following the relevant accounting standard. For much of the Eighties the share price would have risen on news of such an event. The problem has always really been the lack of enforcement. Setting accounting standards was a function of the professional accounting bodies, whose work in this area was hampered by rivalries among the bodies themselves. When storms among the presidential and secretarial teacups had settled, the poor old Accounting Standards Committee, as it then was, would have to try to convince companies to follow the rules it had agreed and promulgated. If companies did not like the rules because they hit something as crucial to their pride as earnings per share, they would ignore them.

Auditors would go along with this. They would argue that they had no much choice. The people who could have done something about it, such as the Stock Exchange for example, did nothing.

What was needed was a vigorous, upfront and open policing system. And so it was that yet another working party came up with the idea of an outsider to produce a report on the whole area of standard-setting. Sir Ron Dearing of The Post Office did the job and proved adept at it. His report led to the Financial Reporting Council, which he chairs, the Accounting Standards Board and, crucially for this week's news, the Review Panel. All of these bodies were to be properly funded and staffed, headquartered well away from the accountancy bodies and free of any direct influence from that quarter. And, as happens all too rarely in the accountancy world, showing a proper allegiance to the principle of robust independence was taken as their watchword. It has paid dividends.

Of the three, the Review Panel has taken the longest to make its mark. This is understandable. It is likely to be in the most legalistic of the areas the new regime is

dealing with and needs to make sure it has things right before it acts. The aim of the panel is straightforward. It has a war chest of funds. It is headed by a QC. It will go through published accounts and, when it feels that a company has ignored the rules, it can either have a quiet word in private and get the practice changed or it can issue a public challenge. And, if nothing then changes, it can take a company to court.

Last year it got down to an initial skirmish by writing to more than 320 companies pointing out that they had not fully disclosed their accounting policies. Compliance and promises of good behaviour in the future resulted.

But last week it made its boldest move. It publicly castigated both Ultramar, the oil company recently swallowed up by Lamsco, and Williams Holdings, the industrial conglomerate, for ignoring the rules. The key point is that both of the examples were exactly the sort of thing which in the bad old days, under a well-meaning but toothless Accounting Standards Committee, appeared to happen almost weekly. Ultramar, as it has been doing for years, boosted its earnings per share by treating its advance corporation tax as a cost of dividends rather than as a tax charge. It argued, as dozens of companies have done in the past, that most of its revenue comes from overseas. This means there is only a small strictly UK tax charge against which to offset the ACT. And wasn't that unfair to the resulting earnings figure? Further, it argued that everything was disclosed and even the auditors perennially qualified the accounts because the company ignored the rules. So wasn't that fine? To its credit the Review Panel said no.

In the case of Williams Holdings there was even less excuse. The company has always been famous for being stuffed to the gills with accountants. Its own founder was quoted in a study of entrepreneurs, co-incidentally published the day after the judgment, as saying that he had made the decision to become an accountant while at nursery school.

But, as the panel pointed out, Williams Holdings had boosted its earnings per share figures by treating an exceptional item or two as though they were extraordinary and so below the line. Again there was no secret. It was all disclosed. But Williams as a result has now apologised, suffered a drop in share price, and said it would not do it again. Its poor old auditors, Pannell Kerr Forster, had not qualified their audit report and now face the beady eye of the English ICA.

Enforcement, for the moment, is proving heady, invigorating and effective stuff. The author is the Associate Editor of Accountancy Age.



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Mike Belton, Chief Executive, will be available for informal enquiries on extension 4084 and interviews are planned to take place 18th to 18th March 1992 (Inclusive).

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Closing date: 27th February 1992.



Men at work: sweepers were yesterday clearing the finish area for the men's Alpine races at Val d'Isère

James

launch a 50 break. Wattana, a semi-finalist in the UK Open and Mercantile Credit Classic this season, potted yellow to pink for 4-1, and a run of 59 in the sixth frame helped him recover from an early 43-0 deficit.

- James put Wattana's performance into perspective. "I've lost 5-1 and I'm still quite pleased with the way I played," he said. "He is taking advantage of all his half-chances and scoring well when he's given opportunities.

"He's a really tough opponent. I've played a lot worse than I did today and won matches easily."

The only negative aspect of Wattana's successful run in the tournament is that his legion of supporters in Thailand will be unable to witness his matches on television.

The Thai government prohibits the broadcasting of sporting events with tobacco sponsorship.

RESULT: Second round: J Wattana (Thai) bt S Jenner (Eng), 5-1.

FOOTBALL

Wilkinson settles a score in Sheffield

BY LOUISE TAYLOR

ERRATIC they may be, but when Middlesbrough play well, they play very well, as Sheffield Wednesday discovered at Hillsborough on Wednesday night, when Lennie Lawrence's team beat them 2-1 in an FA Cup fourth-round tie.

Wednesday may have pipped the Teesside team for promotion from the second division last season, but revenge was exacted in the form of goals from John Hendrie and Paul Wilkinson after Wednesday had assumed a fourth-minute lead through David Hirst.

Portsmouth will be the next club charged with halting Middlesbrough's progress in a fifth-round tie at Fratton Park that offers Middlesbrough another chance to even a score - Portsmouth beat them 4-0 in a League match on the south coast earlier this season. Yet, with Middlesbrough still in the Rumbelows Cup - they meet Peterborough to contest a place in the semi-finals next week - the danger is that cup interests will take the edge off their promotion form.

"This could be a season which this team remember all their lives, or want to forget. These players can play, and I mean really play, but promotion is the priority," Lawrence said yesterday.

After seeing Arsenal off in the third round, Wednesday finally slipped out of the FA Cup in a fourth-round replay with West Ham United at the Racecourse Ground. The 1-0 scoreline was precipitated by a goalkeeping error by O'Keefe that allowed Colin Foster to score his first goal of the season for West Ham.

David Speedie, the Blackburn Rovers forward, could face a misconduct charge from the Football Association.

Supporters plan protest at move

DEMONSTRATIONS are a familiar sight at Upton Park this season, and the prospect of another on Saturday is hardly a surprise. Yet, strangely, it is not towards West Ham United or Charlton Athletic, their temporary tenants, that supporters plan to protest at the weekend, but Southend United.

Several thousand Southend followers are threatening to use the second division fixture against Charlton to display their annoyance at plans to move the club from Southend to a new location 14 miles away in Basildon.

The Everton manager, Howard Kendall, yesterday suggested that transfer dealings should be restricted to the close season, similar to the system operated in Spain, where he had a spell managing Athletic Bilbao.

"They have a freeze on

after he kicked the ball into the crowd following his sending off for an alleged head-butting in the 86th minute of Rovers 2-1 fourth-round defeat at Notts County. Phil Turner, of County, was also dismissed in the incident, but yesterday the County manager, Neil Warnock, promised to take up his player's case with the FA.

Warnock is to send a video recording of the incident to the FA in a bid to clear the Notts County captain's name. "I've watched the video and been framed the incident and, in my opinion, there is no way Phil could be guilty of violent conduct," Warnock said yesterday. "We will be sending a copy to the FA and asking them to look at it and send it on to the referee because I am sure when he sees it he will realise a mistake was made."

The incident leading the dismissals occurred after the home side had assumed a two-goal advantage through Gary Lund and Mark Draper. Although Mike Newell replied for Rovers in the 89th minute, it was too little too late, and left Kenny Dalglish's team with only the second division championship on their mind. Dalglish, who criticised the referee, Bob Nixon, after the game, learned yesterday he is to escape any disciplinary action from the FA.

Portsmouth, meanwhile, pressed their Premier League claims with a 4-1 second division win at home to Plymouth Argyle.

The first League match between 22 players who are not being paid - neither club can afford their wages at present - resulted in a 1-0 home fourth division win for Northampton Town against Aldershot.

transfers which prevents players who have played for one first division club from turning out for another in the same campaign," Kendall said yesterday.

The Polish goalkeeper, Aleksander Klak, is set to join Blackburn Rovers in a £550,000 deal in August, a Polish news agency reported yesterday.

A police file on an incident that left a player with a broken cheekbone has been sent to the Crown Prosecution Service.

Gary Blissett, the Brentford forward, was sent off after the clash with John Uzzell, the Torquay United player-coach, during the 1-1 third division draw at Plainmoor on December 14. Uzzell, aged 32, needed facial surgery.

Blissett has since been interviewed by police.



Feminine touch: Amati signs for Brabham alongside the team's managing director, Dennis Nursey

Brabham sign determined Amati

BY NORMAN HOWELL

BRABHAM yesterday signed Giovanna Amati, aged 29, the woman driver, to replace Akihiro Nakaya, of Japan, after a remarkable display of determination by the Italian to earn her place alongside those at the pinnacle of the sport.

Over the course of two days, Amati managed to convince the Brabham management in England that she

could back her driving ability with the cash that nearly all drivers now need in order to secure a place in a Formula One team. It seems she had to find \$2 million before Brabham agreed to employ her, a substantial sum for anybody to find but particularly for Amati, who has not had an outstanding F3000 career largely because she has had to race with inferior equipment.

The combination of an attractive woman driver plus a

Formula One racing car equals glamour. That, in turn, translates into money for just about everybody concerned and money is something that this sport needs.

A number of teams are looking to the drivers to bring a substantial amount of money with them, whereas, in the past, they would put their sponsorship deals in place first with any drivers cash then representing the icing on the cake. However, teams have become de-

pendent on this money. It seems that Tyrrell have been asking prospective drivers to find \$3 million, and Andrea de Cesaris, for one, could not find that much.

Emmanuele Fittó went to Jordan with about \$700,000, and that was not enough. Indeed, the Irish team have taken Maurizio Gugelmin, who though as good a driver as Alessandro Zanardi, the Italian who finished the season driving a Jordan, is a richer man.

ATHLETICS

Walker prompted to retire by Achilles tendon injury

JOHN Walker, the New Zealand runner who competed internationally for more than two decades and won the 1,500 metres at the 1976 Olympic Games in Montreal, yesterday announced his retirement after sustaining a serious Achilles tendon injury in training.

Aged 40, Walker, a former world record holder for the mile, had hoped to break four

minutes for the distance as a 40-year-old, but abandoned the plans after being injured on Monday.

"I have run my last race," he said. "It is sad, but there was no way I could run the mile as planned on March 1. But I would like to be remembered for the races I ran and won giving 110 per cent."

Walker ran 129 sub-four minute miles, with his fastest

3min 49.08sec, coming as a 30-year-old. He set three individual world records during his career and shared two others in relays. He set a world record of 3min 49.40sec for the mile in Gothenburg, Sweden, in 1975. The mark stood for four years.

"I've been lucky," he said. "I stood the test of time and I can't say I'm disappointed about anything. I've been enriched by the sport. I have made a lot of friends and a bit of money, but without ever being in the superstar category."

Carl Lewis believes his long jump defeat by his fellow-American, Mike Powell, at the world championships last summer could inspire him to break through the nine-metre barrier.

"I believe I can do 30 feet [9.14 metres] now," he said before competing indoors in Stockholm last night. "Mike had a great jump and I have no problem in accepting that, but I learned some things which will make me a better jumper."

Powell jumped 8.95 metres in Tokyo to break Bob Beamon's 23-year-old world record.

SKIING

Services abandon training

Altenmarkt, Austria: Snow continued to fall and again disrupted the race programme of the Portakabin British services Alpine ski championships (Jan Sweet writes).

The rescheduled men's downhill final training had to be abandoned after only a third of the field had negotiated the Kallertoch World Cup course. Les MacMillan, of the Army, posted the fastest time of 1min 29.50sec before it was decided to call a halt to the skiing.

Heavy overnight snow, together with continuous rain during the training, made the piste a little slow but extremely dangerous if the racers went outside of the course. This was fine for the early competitors, who enjoyed the unexpectedly slow "off piste" conditions on the descent course.

The later, but more inexperienced, skiers found the going tough and the jury decided that the conditions were unsafe and were forced to abandon training.

Snow is forecast for this morning but clearer weather after lunch may well allow the downhill to be completed. The Courage women will be run,

TENNIS

Connors issues \$1m 'battle of sexes' challenge

Atlanta: Jimmy Connors has a proposal that would make a "Battle of the Sexes" match with Monica Seles more interesting than any of its predecessors. He wants each of them to put up \$1 million, winner take all.

"She said she wanted to play straight up, right?" Connors said, meaning no rules changes to give the woman an advantage. "Then I'd like to see her name on a cheque for \$1 million. I'll put up my own money, and she puts up \$1 million of her own money," he said. "That's the way I want to do it."

The match has been rumoured for months. A Beverly Hills company is trying to arrange a March date in Las Vegas.

"There's been a lot of talk about it in the media, but the problem is they're not talking with me," said Connors, in Atlanta to promote his sportswear collection.

"Somebody needs to sit down with me if they're seri-

ous," he said. "And nothing's going to happen until they do."

Except for saying she would agree to such a match only if she is not given some sort of handicap, Seles, has been mostly silent on the matter.

Seles, the No. 1-ranked female player, aged 18, won three of the four grand slam events last year - she did not play at Wimbledon. Connors, aged 39, last ranked the world's No. 1 male player in 1978, has not won a grand slam tournament since the 1983 US Open.

Connors last year reached the US Open semi-finals, raising his ranking from No. 98 to No. 42. He accomplished that after having reconstructive surgery on his left wrist.

In 1973, Bobby Riggs, aged 55, was involved in two "Battle of the Sexes" matches, beating Margaret Court in May and losing to Billie Jean King, aged 29, in September in the Houston Astrodome.

SQUASH RACKETS

Windsor pay for false optimism

BY COLIN MCQUILLAN

TALKING Pages Windsor, who had the England No. 1 and the British champion available for their Women's Superleague fixture against Reebok Nottingham, told their leading player, Susan Devoy, the world champion, to remain in New Zealand. They paid the price for their optimism, losing at home for the first time this season.

A 2-1 defeat at the Windsor and Eton club against a Nottingham team without Lisa Opie reduced Windsor's lead in the league to one point at the halfway stage. They are the defending champions.

Martine Le Moignan fulfilled her domestic ranking

and avenged her defeat at the national championships last month with a 9-4, 9-2, 9-4 win over Suzanne Horner at first string. But Sue Wright, aged 21, from Kent, who beat Horner in the national final and has been the bedrock of Talking Pages' efforts for three seasons, started disastrously against Rebecca Best at second string. She resisted six match balls in the fourth game, but went down 9-2, 9-3, 5-9, 9-10, 9-5.

At third string, Claire Nich, the South African No. 1, lost 8-10, 10-9, 9-2, 9-0 to Jane Martin, a young English player who is challenging the established order.

Clark takes the lead

Danny Clark, the veteran Australian, captured the lead on the penultimate night of the six-day cycle race in Copenhagen after a final collision with riders, Pascal Carrara, of Denmark, and Dean Woods, of Australia, in hospital.

Clark seems poised for his seventh successive victory in this event.

Koreans coming: Badminton: Korea, the Sudirman Cup world team champions, have agreed to play two international matches against England at Sheffield and Birmingham on March 16 and 17.

Nine exemptions: Golf: The United States Golf Association has granted full exemptions from qualifying for this year's US Open to nine international players: Rodger Davis, David Fe-

herty, Mike Harwood, Bernhard Langer, Mark McNulty, Colin Montgomerie, Masashi Ozaki, Steven Richardson and Eduardo Romero.

Bentley beaten

Tennis: Sara Tve, from the Isle of Man, gained a stunning 6-2, 6-2 victory over the fifth seed, Sarah Bentley, of Surrey, to reach the semi-finals of the LTA women's satellite tournament at Swansea yesterday.

Swinton game off

Rugby league: Swinton's rearranged first division home match against Widnes on Sunday has been called off because of police staffing problems.

Date for Andries

Boxing: Britain's Dennis Andries will fight Akim Tafer, of France, for the European light-heavyweight title at Beaulieu in the south of France on February 27, promoters said yesterday.

WINTER OLYMPICS

Biathlon coach injured

Les Saisies, France: Michael Jansson, Sweden's Olympic biathlon coach, is returning home from the Winter Games three days before they open. Jansson, aged 29, broke his leg during a training session here yesterday, leaving the Swedes less than amused.

Gunella Lindberg, the secretary-general of the Swedish Olympic Committee, said: "It is not embarrassing for Sweden: it is more embarrassing for the people organising the

Games. The machine should never have been there when people were training in that area. They were testing skis and the machinery should be out of the way."

Jansson crashed into the caterpillar truck which flattens snow and suffered a double fracture of his right leg. He was flown by helicopter to Charnery hospital for an operation.

Lindberg was unsure whether the Swedes would protest. (AP)

Matches played 1st February 1992

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FOR THE RECORD

FOOTBALL

NEVILLE OVERDEN COMBINATION: Reading 2, West Ham 3; Fulham 2, Wimbledon 0.

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DIADORA LEAGUE: First division: Wembley 2, Barking 1. Second division: Brentford 2, Watford 1.

BASKETBALL

NATIONAL ASSOCIATION (NBA): San Antonio Spurs 85, Portland Trail Blazers 80; New York Knicks 122, Miami Heat 91.

AMERICAN SOCCER LEAGUE: Los Angeles Clippers 97, Dallas Mavericks 80; Charlotte Hornets 116, Washington Bullets 89.

INTERNATIONAL MATCH: Combined Services 3, Diadema League 1 (at Aldershot).

OTHER MATCH: Marseilles 2, Intermediates 1.

CRESTA RUN CHAMPIONSHIP: Prince Philip Trophy: 1. RAF, 717.87; 2. Royal Navy, 738.27; 3. The Army, 752.42.

ROYAL NAVY TROPHY: 1. RAF, 717.87; 2. Royal Navy, 738.27; 3. The Army, 752.42.

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CRICKET

BENIGNO, Australia: Test match (second day of three): Victoria 217-6 and 89-3 (Wasim Akram 2-10); Pakistan 194-8 (Ijaz Ahmed 67).

CLUB MATCH: Oxford University 161, Northamptonshire 141; M. Sturt (Oxford) 71, C. Cox (Northamptonshire) 67.

CLUB MATCH: Royal Navy 18, Oxford University 8; Cambridge University 24, The Army 2.

HOSPITALS CUP: Semi-final: St Mary's 47, Guy's 4.

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SQUASH RACKETS

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THURSDAY FEBRUARY 6 1992

Ardiles is axed as Newcastle attempt to stop the rot and preserve their second division status with a new manager

Keen Keegan comes in from the cold

BY IAN ROSS

NEWCASTLE United started the football world yesterday by announcing that Kevin Keegan, one of their former players and captain of England, would take over as manager from Orsivaldo Ardiles, who had been dismissed earlier in the day.

Keegan, who will be 41 next week, has had no direct involvement in the game for more than seven years following his retirement as a player with Newcastle after they won promotion to the first division in 1984. Today, they are second from bottom of the second division, the lowest position in the 100-year history of the club.

Although Keegan had in the past said that he would never be tempted into football management, he said yesterday that he had found it impossible to resist the offer from Sir John Hall, the Newcastle chairman.

Keegan, who spent two seasons as a player at Newcastle before retiring to pursue a variety of business interests outside football, will take control of first-team affairs for the League game against Bristol City at St James' Park on Saturday.

"I have talked about a contract but I have not yet signed anything," he said. "I hope to be here for the next one, two, three years — I hope, 20. My father was a Geordie and I've followed the affairs of the club intensely. When I quit as a player, I said I'd never go into management, but I've been forced to think again."

"I don't think I could've worked for the board at Newcastle when I left in 1984. I couldn't have worked at the club the way it was run then. Times have changed. With no disrespect to Liverpool, this is the greatest club

Born: Arncliffe, Yorkshire, February 14, 1951.
Club career: December 1968: joined South Shields United as apprentice. May 1971: transferred to Liverpool for £25,000. June 1977: transferred to SV Hamburg for £200,000. July 1980: transferred to Southampton for £420,000. August 1982: transferred to Newcastle United for £100,000. May 1984: retired as player.

England career: 63 caps, 21 goals. Debut v Wales, Cardiff, 1972. Last appearance (as substitute) v Spain, Madrid, World Cup, 1982. Honours: League championship medals: 1972-3, 1975-6, 1978-7. FA Cup winner: 1974. European Cup winner: 1977. UEFA Cup winner: 1973, 1976. Footballer of the Year: 1975-6. European Footballer of the Year: 1977-8, 1978-9. PFA Player of the Year: 1981-2.

In the country and it also has the greatest supporters. "I didn't have to take this job," Keegan said. "I am going into it with my eyes open. I am not used to failure and I don't intend to be a failure here."

"I am sick of hearing the voice of doom about this place. We have so many pluses and only a few minuses. We have to be positive. Maybe it is a good time for me to start. I don't think the club could get any lower."

"I can honestly say that this is the only job I would have come back for. I don't just mean in this country but the world. When I left Newcastle in 1984, I did leave a little piece of myself behind. I have received several invitations to return to football over the past few years but I just wasn't interested."

Sir John said that he did not expect Keegan's complete lack of managerial experience to hinder his attempt to save Newcastle from relegation in the remaining 16 games of the season, but he added that a drop to the third division would have disastrous consequences for the club.

"This was the hardest decision I have ever had to make," he said. "There was not a premeditated plan; it was a business decision. We put some figures through the computer after our 5-2 defeat at Oxford on Saturday and it became clear that this club

will not exist if we drop into the third division.

"We are still on a financial knife-edge. I had a lot of time for Ossie. I admired him as a man and as a professional. He has tried but the results have not been there and the defeat at the weekend simply brought matters to a head."

"Graeme Souness and Kenny Dalglish did not have any managerial experience when they started and look what they have achieved. I do believe that Kevin can be as successful. He has a tremendous reputation within football," he said.

Lawrie McMenemy, the assistant manager of England, described Keegan and Newcastle as "the perfect marriage". "He knows the area, the fervour, passion and expectation, and he'll give it his all," he said.

"The only difference is that he can't put his boots on and play. But hopefully he'll have the same kind of success. He has a will to win and a willingness to work very hard and he'll get the best out of what he has available."

Ardiles, whose team won just eight League games during his 311 days in charge at St James' Park, was informed of his dismissal at 8am yesterday — less than 72 hours after Sir John had announced that his position was safe and that he would be allowed to fulfil the remainder of a three-year contract.

His last public appearance as manager turned out to be a brief one in the BBC television programme, *Spender*, on Tuesday night. Tony Galvin, his assistant, has also been dismissed.

Although Ardiles, a member of the Argentina team that won the 1978 World Cup and a former manager of Swindon Town, can expect to collect approximately £250,000 in compensation, he said that he was "numbed" by the events yesterday.

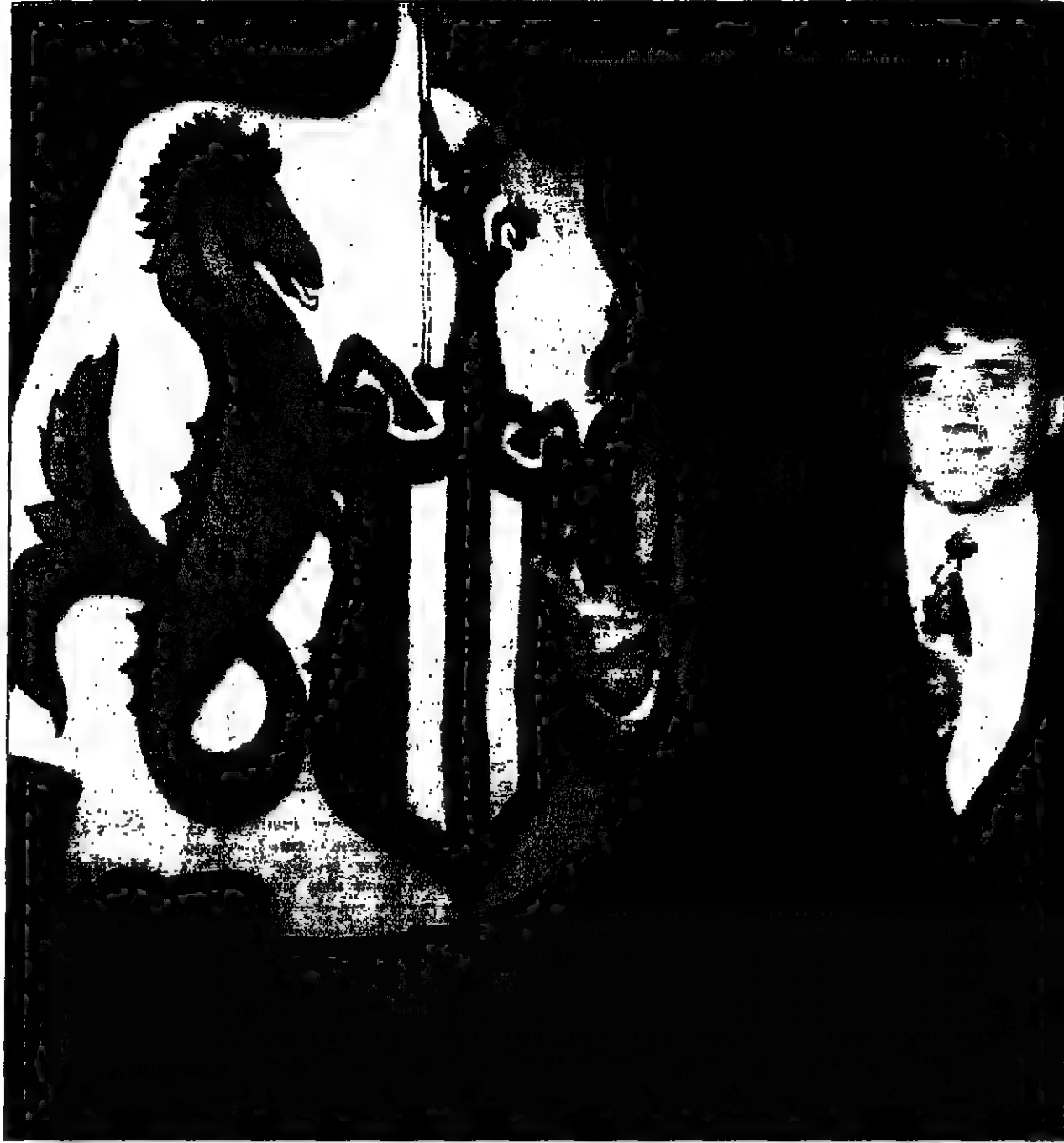
"This has broken my heart," he said. "I do not think I got a fair crack of the whip. I sometimes looked with envy at our neighbours, Sunderland and Middlesbrough."

"This is the first time this has ever happened to me and I am still shocked. I have no doubts that Newcastle is going to be among the elite clubs. I certainly wanted to be a part of that and I am confident I would have kept them up."

"I think Kevin has taken over a great set-up but I am not angry or bitter; I never am. From the very bottom of my heart, I just hope Newcastle survive this season. I loved it here and grew to love it more and more as time went on. Just to go inside St James' Park and be the manager of Newcastle United was a wonderful experience," he said.

Keegan will be the fifteenth man to manage Newcastle since 1947 and his appointment represents the seventh change in the position in that time. Apart from Joe Harvey, who was in charge for 13 years from 1962, only two men, Stan Seymour and Arthur Cox, have lasted more than three years.

More football, page 29



Best crest: Keegan, at St James' Park yesterday, where he will be trying to revive Newcastle's fortunes

Sponsor pulls out of the Scottish League

SCOTTISH football lost one of its principal sponsors yesterday when B and Q announced that it was pulling out of next season. The DIY retail chain has supported the Scottish League for the past four seasons, spending almost £2.3 million in the process.

However, the deal, which ends on May 2, will not be renewed, although B and Q will fulfil its contract to back the B and Q Cup, which is

open to first and second division sides, for a further two seasons.

The Scottish League is seeking a new sponsor. Peter Donald, the Scottish League secretary, said yesterday: "We have derived a highly effective liaison with B and Q which has proved beneficial to all parties. We are delighted that they will be continuing their association with the Scottish League via their sponsorship of the B and Q Cup."

Aldershot close to folding as rescue operation is abandoned

BY OUR SPORTS STAFF

ALDERSHOT'S future was hanging in the balance last night after the Crystal Palace director, Simon Hume-Kendall, called off his bid to buy the debt-ridden fourth division football club.

Hume-Kendall, who has spent the last five weeks negotiating the purchase of Aldershot, said: "Investigations by Stoy Hayward and my advisers have revealed severe legal complications and substantial hidden debts far in excess of the £600,000 I was led to believe the club owed at the time of my original announcement in December."

"In the light of this and a failure to agree a possible rescue package with the Inland Revenue and other authorities, I have decided not to proceed with my bid for the club. At the present time Aldershot is simply not a viable investment."

"Together with financial experts I have been attempting to produce a survival plan, but the accountants' report has left me with the conclusion that an offer at this stage would not be wise. Furthermore, there is no ground swell of public opinion to prevent closure of the club."

"The news was greeted with 'extreme disappointment' at the club and the secretary, Stephen Bidley, says the lives of 24 people are now in total disarray. According to Bidley, the first the club knew about Hume-Kendall's decision to pull out was through a fax

distributed to the media yesterday. "Hume-Kendall has not even bothered to ring the club to let us know his decision. We found out through a fax. It's a disgrace," he said.

"In addition he has made our financial debts public, which obviously does the club no good at all. How can the FA allow us to carry on trading when they know we are insolvent? Although the players want to play and the manager wants to manage, our game against Walsall this Saturday is now under threat."

"Unless a knight in shining armour comes in very soon with a lot of money we are finished."

It now remains to be seen whether somebody can come up with the estimated £150,000 required within the

next few days. Aldershot, formed in 1926, have never been higher than eighth in the third division.

Meanwhile, Doncaster Rovers, bottom of the fourth division, have staved off the threat of financial collapse after coming to an arrangement with the Inland Revenue over an outstanding £200,000 tax bill. The taxman had been due to apply for a Companies Court winding-up order against the club. But the petition was dismissed by Mr Registrar Buckley at the High Court in London after counsel for the Inland Revenue told him an agreement had been reached.

The seven directors of Hull City face fines of up to £1,000 each for breaches of the Companies Act unless the third division club can produce a balance sheet in the next 48 hours. The law requires the annual general meeting to be held by the last day of this month and shareholders must be given three weeks' notice but Hull have been unable to produce their accounts because of an impasse with their bankers.

The auditors will not sign the figures which cover the period to last July without a letter of facility (a guarantee from the bank that the company has sufficient resources to continue trading for the following 12 months).

"The law allows only seven months to produce the figures and we haven't been able to do so," Martin Fish, the club chairman and a chartered accountant, said.

McKeag warns big clubs

ENGLAND'S leading football clubs have been warned not to try to make the Premier League a closed shop.

Gordon McKeag, the League's shadow board chairman, fears the clubs involved in forming the new league would be more than happy to be guaranteed permanent premier status with no promotion or relegation.

But McKeag said: "The Football League is seeking to avoid a set of rules establishing a self-perpetuating Premier League. That would be anathema to fans and damaging to the structure of professional football in this

country as well as the England team. We are determined there will be no closed shop."

Lack of agreement on an acceptable system of promotion and relegation between Premier and Football League remains the chief sticking point.

The original FA plan was for a Premier League of 20 clubs, reducing eventually to 18. Now the parties are discussing a 22-club League in the first three seasons with three clubs promoted and three going down.

No reduction would be achieved until the end of the

1994-5 season when four clubs would be relegated with only two promoted.

Graham Kelly, the FA chief executive, believes the latest scheme offers no assistance to the England manager, Graham Taylor, in his efforts to qualify for the 1994 World Cup finals.

First division clubs will consider the proposal on February 14 with second, third and fourth division club chairmen considering it three days later at a meeting in Walsall.

The FA Council meet on February 20 to consider rubber-stamping Premier League plans.

Swansea player is found dead

BY OUR SPORTS STAFF

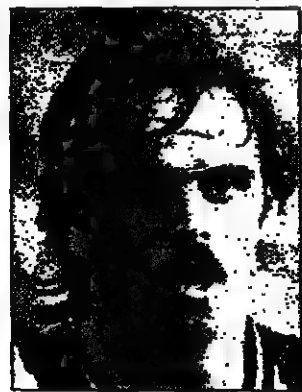
THE Welsh football team manager, Terry Yorath, and his predecessor, Mike England, were among those who paid tribute yesterday to Alan Davies, the Swansea City

midfield player, who was found dead in his car in a lane leading to an isolated farm.

England, who gave the former Manchester United winger his first international cap in 1983, said he was "shocked and saddened" by the news.

Davies, aged 30, died at a beauty spot near his home on the Gower after dropping off his four-year-old daughter at her school. A hose led from the exhaust into the car and a note was found.

Police, who are preparing a report for the local coroner, said foul play was not suspected. Last night's Welsh Cup quarter-final between Swansea and Cardiff, in which he was due to have played, was called off as a mark of respect.



Davies: won 11 caps

Davies' wife, Deborah, who is eight months pregnant with the couple's second child, was being comforted by relatives last night.

Yorath signed the player on three occasions, twice for Bradford and once for Swansea. "I always had great faith in Alan's ability," he said. "Sadly, it never showed up at the highest levels, where he should have played for a long time. I can't put my finger on why, but he was very unlucky with injuries."

Davies sprang to prominence during Manchester United's win over Brighton in the replay of the 1983 FA Cup final, when his passes led to two goals. A fortnight later he helped a depleted Wales to a 1-1 draw against Brazil.

Altogether he won 11 international caps and also played for Newcastle, Charlton and Carlisle.

The Swansea City secretary, George Taylor, said: "Alan was a fine player and a good servant to the club. Everybody here is terribly upset and our sympathies go to his wife and family."

Davies last played for Wales against the Republic of Ireland two years ago. He won a Welsh Cup winner's medal with Swansea in 1989.

The Welsh FA secretary, Alan Evans, said: "He had been kept out of the squad with a knee injury, but last winter, against Tottenham Hotspur, he showed that he was coming right back to the sort of form which would see him capped again."

England happy to stand by successful squad

FROM ALAN LEE
CRICKET CORRESPONDENT
WELLINGTON

THE England cricket selectors put sentiment aside last night in picking their team for the final Test match in New Zealand. Ian Botham was once more left out and his hundredth Test cap looks increasingly improbable.

A day of heavy rain in Wellington, coupled with a dismal weather forecast, made a prompt start to the game unlikely but, whenever it did begin, England were committed to a maximum of

one change from the side which so impressively won the first two Tests.

David Lawrence, visibly distraught when omitted in Auckland, was again named in a squad of 12. This time, he seemed likely to play, possibly at the expense of Derek Pringle, whose troublesome back was once again causing him discomfort yesterday.

For Botham, who has played only one weather-rumoured game since arriving here two weeks ago, the selection represented a disappointment, though probably not a surprise. Graham

Gooch, the captain, said: "I know he would love to have played but I have explained the situation to him and he understands. We are not changing the side just to give someone a game."

Micky Stewart, the team manager, added: "Ian was certainly discussed but it was felt that the players he might have replaced had performed well so far."

"It is not a simple matter of just sticking with a winning side. Conditions play a big part. We felt this pitch would not necessarily suit Ian's type of bowling and his lack of

match practice was another factor."

Stewart agreed that it was always probable this situation would arise once it had been decided that Botham and Richard Illingworth should join the tour three weeks later. Neither, however, is in danger of missing out when the party is pruned to 14, some time next week, for the World Cup, which Ted Dexter, chairman of the England committee, still sees as the winter priority.

Dexter, who will accompany the team for the rest of the tour, said: "This group of

players was picked principally with the World Cup in view and, to that extent, we are ahead of the game. There is a general air of delight and excitement in England over the two Test wins but I am sure the winter will eventually be remembered for what happens in the World Cup."

Despite Gooch's self-confessed reluctance to continue touring, Dexter remains optimistic that he will still be captain of England in 18 months. "He is a key man in England's affairs and I would like to think he will go on doing the job for a while," he

said. "Graham tends to look on the gloomy side of these matters when he is asked about his future but I know how committed he is and I also know how important he is."

ENGLAND (prob): G A Gooch (capt), A J Stewart, G A Hick, R A Smith, A J Lamb, D A Brown, C G Lewis, R C Russell, D R Pringle, P A J DeFreitas, D J Gower, P C R Turner.
NEW ZEALAND (prob): M D Crowe (capt), J G Wright, R R Hartland, A H Jones, R H Petherick, R T Latham, D N Patel, C I Carmichael, I D S Smith, M L Silva, D K Morrison, W Watson.

India collapse, page 28

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Burial rites of the hardback

MICHAEL BENNETT

Rising costs and dwindling sales are threatening the future of hardback novels. Clive Davis on the limp response from the publishers

Imagine a library devoted to first editions of new novels. Row upon row of attractive cloth or leather-bound volumes proudly proclaim a durable testament to literary achievement. Now think again. Tomorrow's library of new first editions is more likely to be filled with paperbacks. The days of the hardback novel could soon be over. As publishers seek ways of expanding sales, hardcover editions could be one of the long-term casualties. Nobody suggests that bestselling authors — the Frederick Forsyths and Jilly Coopers or, come to that, the Margaret Drabbles — will be affected.

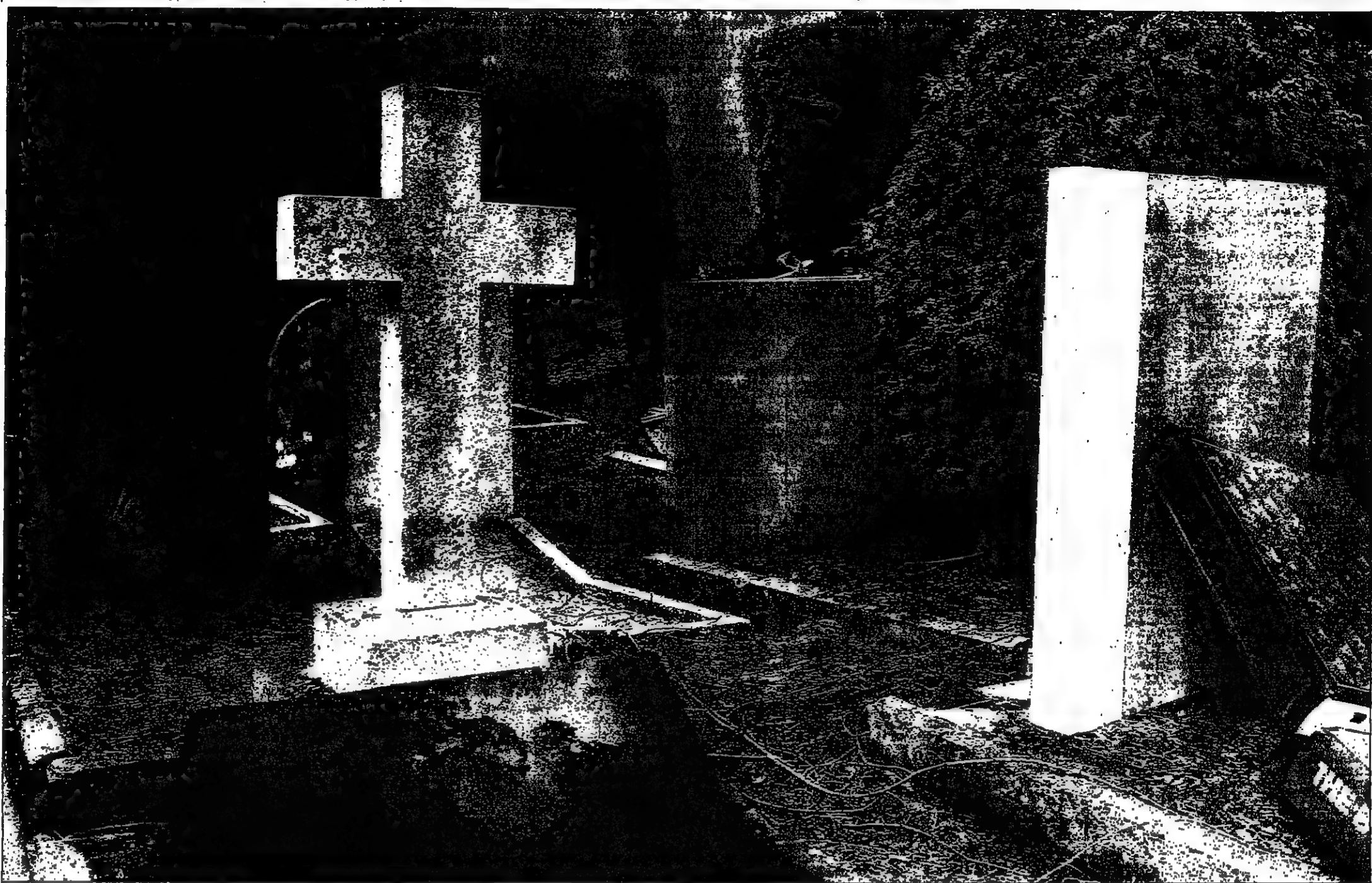
But for less-established novelists, the traditional practice of launching books in hard covers with the prospect of a paperback to follow a year or so later, seems likely to become increasingly rare. The publishing industry is in the doldrums. Anyone who doubts that has only to look at the Journal of the Society of Authors. When the magazine invited publishers to look back on 1991 and give their forecasts for this year, the results came with a health warning attached: "Authors prone to depression are advised to skip a few pages."

Those brave enough to venture further had to wade through a cascade of discouraging news, under a headline borrowed from Doctor Johnson, "Inspissating Gloom". True, some specialist firms — notably in the educational sphere — had suffered less than others. But for the remainder, the effects of the recession had been little short of disastrous. The worst year for a decade, Oxford University Press said. Secker & Warburg spoke of low sales and speedy returns of unsold books to the warehouse.

Christopher Sinclair-Stevenson, whose much-publicised independent firm has now been bought out by Reed International, gave an even more despondent assessment. Last year had been the worst he had experienced in 30 years: "I am basically an optimist," he wrote, "but can see little cause to think that 1992 will see some magical improvement. The so-called mid-list author will become an endangered species, and many good books will cease to be published."

In such a climate, the paperback original comes into its own. Three of the major literary firms — Secker, Hamish Hamilton and Chatto & Windus — have decided to take the plunge with a limited number of elegantly packaged "paperback originals" by authors such as Emily Prager, the American novelist. The tactic has already been tried by some of the smaller independent houses; the fact that the big names are being tempted as well shows how urgent the situation has become.

The process has been given



extra momentum with the news that W.H. Smith, Britain's biggest bookseller, is to focus resources on a promotional campaign for paperback originals by first-time authors.

Under the scheme, half a dozen novels will be launched next January. At the moment, W.H. Smith staff are sifting through manuscripts submitted by Penguin, HarperCollins and Hodder & Stoughton. Martin Lee, the W.H. Smith executive who is overseeing the project, expects other publishers to send in work in the near future. Smith has already rationalised its hardback sales, shifting the emphasis towards proven names at the expense of untied newcomers. "Our hardback sales last year were up by 40 per cent," Mr Lee says. "Previously, we had stocked a wide range, but we decided to cut back on unknown authors, who were selling about zero."

"Now our hardback range reflects the marketplace. A lot of book-buying comes down to a question of loyalty to an author's name. In effect, we have made overt what has been implicit for years: people don't like to spend £14 or £15 on a writer they don't know much about."

The survival of books on the market has done nothing to help sales; just about everyone expects fewer titles to be published in

coming years. Another, less obvious factor that accounts for the decline of the hardback novel has been the drop in spending by public libraries.

A report for the Book Trust suggests that total spending by libraries fell by a third during the 1980s. "They are no longer buying hardback fiction in the same quantities," says Philip Flamank, of the Publishers Association.

"The case used to be that a mid-list author — somebody who has built up a good reputation without selling in vast amounts — would get a print-run of 1,200 to 1,700, and you could be confident that the libraries would take 700 of them. That no longer applies. This has a tendency to push the trade to extremes, to rely more and more on potboilers and bodice-rippers — many of them written by journalists, I might add. The days when a firm could nurture an author have gone."

"We had a call last week from an author, in tears. She has published more than a dozen books, most of them are still in print, but her agent can't place her new book."

"At Secker the decision to launch paperback originals was prompted by 'catastrophic and humiliating' sales for new novelists over the past two years, with hardback sales barely touching 500 copies apiece. The new paperbacks — which include books by Pinckney Benedict, the promising American author — will have a print run of 4,000 to 4,500, or about three times that of a hardback. They will go on sale at £7.99.

Robin Robertson, Secker's editorial director, stresses that the new format will only be used for specific authors, and that it will by no means prove an instant panacea, as some people seem to think. Because of the tighter profit margins the books, he thinks, may only make or lose the same amount of money as hardbacks. But, with luck, they will reach three times as many people, thus building a new audience for the future. Robertson expects the books to appeal mainly to the under-forties, a generation which, by and large, does not regard paperbacks as intrinsically second-rate.

While readers in this age group would be extremely reluctant to

pay £14 or thereabouts for a hardback, they are likely to consider a high-quality paperback as a reasonable alternative to spending, say, £11.99 on a compact disc.

Many booksellers, publishers and agents may well be enthusiastic about the general concept. But what about authors? Those who have spoken in public so far have tended to be wary, if not downright hostile. Being published in hardback is, after all, regarded as a mark of prestige, the badge of entry into the literary fraternity. The binding and the price tag themselves become part of the mystique.

According to Ben Okri, the Booker Prize winner, readers approach a hardback with the same degree of reverence as they would an altar. Given the statistics for churchgoing in this country, that may not be the happiest analogy.

Most authors, however, would agree with the general sentiment. Under the present system, hardback reviews fulfil the important function of stoking up demand for the paperback.

Experience also shows that literary editors treat paperbacks with disdain, often conveying the impression that, in an ideal world, they would rather fill the space with a laxative advertisement.

Michael Bracewell, one of Secker's authors, has taken the rare step of requesting that his

next novel should go straight into paperback. "There is a certain amount of snob value in appearing in hardback," Mr Bracewell says, "but at this stage it's not realistic to expect people who read my work to pay £14.99 for it."

Judging by the letters I have received in the past, my readers are not the kind of people you see browsing through Harbards with a gold Amex card."

Other advocates of paperback originals see no reason for avoiding change. They point out that hardback novels are virtually unknown in the rest of Europe. John Mitchinson, the marketing director of Waterstone's booksellers, notes that research in Britain indicates that many readers find soft cover books more congenial.

He has seen a marked improvement in the quality of design of up-market "trade" paperbacks, while too many hardback publishers have failed to put enough thought into production values. Paperback originals will succeed, he believes, as long as they are issued on a selective basis. And, equally importantly, as long as they do not become a ghetto for "unsellable" first novels.

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'It's not realistic to expect people to pay £14.99 for new novels in hardback'

The First Date: making it watertight

As if seduction wasn't already hard enough, an American lawyer has devised a legal form for both parties to sign before a first date. I'd guess that the document is no more than a series of get out clauses should the date end in pregnancy or a blood test, but I doubt whether that's quite the sort of contract we need in this country. Aids and unmarried motherhood might be a worry for some, but it's the smaller courtesies of first dating that really need to be legally addressed.

A Contract between Henry Cripps (hereinafter to be known as The Dater) and Caroline Bastaple (hereinafter to be known as The Datee).

1: Notwithstanding the Arsenal match being postponed, the penultimate episode of *Moon and Son* being a bit of a cliffhanger, or a last-minute pick up at the Two Horseshoes after work on Friday, The Dater and The Datee agree to meet at The Omar Khayyam Tandoori Centre, Ealing W5, at 8.30pm on Saturday (hereinafter referred to as The Date) always allowing that The Datee may be no more than 20 (twenty) and no less than 10 (ten) minutes late without incurring penalties under rider 3(i): Emotional blackmail.

2: It is hereby understood that

in that The Dater shall take place in order that The Dater may discuss a couple of really quite interesting ideas he's got for the marketing meeting on Tuesday on which he'd like some creative input from The Datee, both parties shall terminate such discussion no later than 3 (three) minutes after the onion bhajis have been served. At this point both parties shall undertake to determine from each other:

i: Whether The Datee is still seeing Jennifer from Accounts Pending (hereinafter referred to as A Bit Tarty If You Ask Me, But Then Some Men Go For The Obvious Type);

ii: Whether The Datee really stung that fool Nigel in Corporate Holdings for a five course meal at Luigi's, plus entrance to String-fellows including six large Drambuie and Cokes, plus a cab home and then gave him a kiss on the cheek and left him standing on the doorstep;

iii: How The Dater recalls the very first time he saw The Datee across the photocopying room and even though they didn't speak until the Christmas party, he'd always sort of thought, well, you know, she wasn't like the other girls, she was more, like, sensitive.

3: It is hereby agreed that at no time during the period of this

PRIVATE LIFE

John Diamond
draws up a plain
person's contract



contract shall The Datee draw attention to the following:

i: The Dater's choice of the second, least expensive bottle of wine;

ii: The way The Dater tucks his napkin into his shirt collar;

iii: The Dater's belief that it is only a matter of time before Chris Rea makes it big again;

iv: That The Datee actually has no interest in whether Arsenal should have played Lampar, de-

spite his injury, that afternoon, whatever Lampar is or, come to that, Arsenal.

4: In consideration for this and notwithstanding that everybody knows who Lampar is, small Swedish bloke, plays up front, The Dater undertakes:

i: Not to eat all the After Eights which come with the bill;

ii: Not to cause embarrassment to both parties by paying with any credit card that causes the waiter to ask The Dater whether he would mind stepping over to the till for just a second, thus making it clear to everybody in the restaurant that the Dater can't even run to a curry, let alone and *inter alia*, a good bottle of wine.

5: At the termination of the meal The Dater agrees to conduct The Datee to her place of residence, always notwithstanding that should The Datee insist on travelling the seven miles home alone, on foot, through a derelict housing estate and a freight marshalling yard, The Dater shall take this as fair notice to quit.

6: Always provided that The Datee does not leave The Dater standing on the doorstep (ref: That Fool Nigel, passing) The Datee agrees the following:

i: That she shall within 5 (five) minutes of crossing the threshold make it plain, by word or by deed,

whether she is any of the following:

a) Not That Sort of Girl.

b) Not That Sort of Girl on a first date.

c) Not That Sort of Girl after a dodgy curry and a warm bottle of Blue Nun.

d) Entirely That Sort of Girl, but not with The Dater.

ii: That at no point during the evening will The Datee introduce The Dater to her collection of soft toys which line her bed and get sulky if he refuses to greet each of them with the words "How do you do Teddy Nookin?"

7: Should clauses 1 to 6 above be satisfied it is heretofore agreed that neither party shall cause the following to be uttered:

i: I don't do this with everyone I go out with, you know;

ii: You will still respect me in the morning, won't you?

iii: I'd like to stay, honest, but I've got football training first thing. Now, where's my other sock?

iv: You won't tell anyone in the office about this, will you?

v: Damn! Look, er, I'm terribly sorry: this has never happened to me before.

vi: Funny, that's not what Jennifer in Accounts Pending says.

TOMORROW
Stephanie Calman's Night Life

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CINEMA

**Geoff Brown on
For the Boys, plus
Urga, Death in
Brunswick, The
Pleasure Principle
and Les Valseuses**

Of course you remember Sparks and Leonard. Eddie Sparks: the song, dance and gag man who could prompt an ovation just by showing his head. A snappy dresser, with an eye for the ladies, looked rather like James Caan. And his partner Dixie Leonard, teamed in a thousand television shows and USO tours to America's battlefronts: vibrant, sassy, a ball of fire, a heart of gold. Looked like Bette Midler.

Ever wondered what became of them? I have news: they entombed themselves in *For the Boys* (15, Odeon West End), a musical biography that drags itself like a self-important snail through the second world war, via the conflicts in Korea and Vietnam, up to the present day. They also grew very ancient. At the end, when they receive a presidential medal on television, Eddie is 91, with silver hair and sunken eyes. Dixie, a tad younger, looks positively reptilian. Poor Sparks and Leonard.

Poor us. For dull artifice is everywhere in Mark Rydell's film — the first venture of Midler's All Girl Productions since her tear-swept *Beaches* three years ago. Aside from the make-up team's latex, synthetic materials dominate the script. The ups and downs of a show business team; entertaining the troops; a brisk dash through American social history: we might almost be watching a Fox musical of 30 years ago, perhaps featuring Betty Grable and Dan Dailey.

Rydell, however, appears to think he is directing *Moulin Rouge*. When the Vietnam attack after Midler stills the frantically troops with Lennon and McCartney's "In My Life", come the bodies falling in slow-motion. Equally excruciating in its milked emotions is a scene where George Segal (as the team's chief writer) gets fired for his leftist associations. It is Christmas Day; he is dressed as Santa Claus. You can imagine.



Sparks and Leonard in action: James Caan and Bette Midler as a song-dance-comedy team, sent out to entertain United States troops at war in *For the Boys*

Yet the film's crucial failing lies not in the script, nor in Rydell's dawdling direction. The star players hold the key. Midler's warmth and gusto are a pleasure to watch; she can parry repartee with a rapier's thrust and raise the roof with a ballad. But she remains essentially a one-woman show, and her teaming with Caan lacks all chemistry, sexual or otherwise. Caan himself makes nimble enough work of the songs and footwork, but appears as funny as a famine. Sparks and Leonard? No wonder nobody remembers them.

Relief is at hand with *Urga* (PG, Curzon Mayfair), which whisks the viewer far from Hollywood, to Chinese Mongolia and the rolling steppes. Nikita Mikhalkov's film, a French-Russian co-production, won the Golden Lion at last year's Venice Film Festival. It hardly advances cinematic art, but story and characters resonate with life.

Mikhalkov deals with colliding worlds: the simple existence of Mongol shepherds and encroach-

ing urban civilisation. We watch entranced as Gombo, the Mongol hero, shows his young child an insect's wonders; we avert our eyes as he kills a sheep. By the end, we feel sad as the family gawp at their new acquisition: a television.

The catalyst is Sergei, a rough but cheerful Russian construction worker who drives his truck into a river. Gombo goes to his rescue and then plies him generously with meat and drink. When Sergei makes tracks to the nearby town, Gombo follows, enjoying delights such as candy, a fairground ride, and a nightclub. He returns laden with urban booty, but without the condoms his wife requested: he was too shy to buy them.

For the most part, *Urga* moves at an unforced pace that allows the characters to work their magic and the characters to play an accordion, smack their lips, and snore. Vladimir Gostukhin is most effective as the ebullient Russian; the Mongolians carry themselves with charm and dignity.

Mikhalkov, brother of the emi-

gré director Andrei Konchalovsky, has declared his dissatisfaction with recent Soviet cinema: "It produces nothing but films against drugs, films against prostitution, against Stalin, etc. I prefer to film things that I like, and maybe people will infer what I hate from that." So it is with *Urga*.

Mikhalkov likes people, and never forces us to make quick judgments. Both cultures are given fair treatment, though he makes palpable his regret at the pollution of the Mongol lifestyle. In the final half-hour, he overplays his hand with jarring fantasy, but the film's spell proves too strong to be shattered.

To get the best from *Death in Brunswick* (15, Cannon Tottenham Court Road, Metro), a taste for humour's darker shades is essential: in one key sequence, the hero and his buddy hide a corpse by opening a coffin and trampling down what remains of Mrs De Marco, the original occupant. This

1990 debut feature by Australian John Ruane delights in the rude assault, the jolting joke.

Sam Neill enjoys himself hugely as hapless, ageing mother's-boy Carl, who tangles with firebombs and accidental murder when he becomes cook in a seedy rock club's cockroach-infested kitchens. The film needs tightening — 109 minutes is too long — though a string of perversities keeps the fidgets at bay. Neill and his deadpan sidekick John Clarke hold onto their heads no matter what indignity Ruane hurls at them. Chris Kennedy's production design adds lustre. No low-rent house ever looked dirtier than Carl's (even the shower drips brown water). If in search of off-beat delight, look no further.

Do not forget *Les Valseuses* (18, Cannon Piccadilly, Everyman). Bertrand Blier's 1974 film, revived in the wake of its new semi-sequel, *Merci la vie*. This ferocious, amoral, smooching romp has aged magnificently. Nothing much happens except car thefts, uninhibited sex and random violence. Yet there

is a natural flow to these delinquent escapades that the older Blier seems unable to recapture.

Les Valseuses carries the added attraction of period charm. Look and marvel at Gérard Depardieu, aged 25, lamp-post trim. Catch 18-year-old Isabelle Huppert. *Les Valseuses* may not quite be a masterpiece; a landmark it definitely is.

The *Pleasure Principle* (18, Cannon Piccadilly, MGM Trocadero) is another landmark: a wholly British film, initially financed by £200,000 from a Knightsbridge bank. David Cohen's comedy about a philandering male's tangled affairs tries hard to please, but runs around through strained humour and flat direction. Oddly enough, though Peter Firth's Cassanova is a medical journalist, AIDS never enters his head. Abundant shots of London, from the 19 bus to the Greenwich foot tunnel, give the game away: this is really a *Swinging Sixties* film, lost in limbo. Bright performances provide modest compensation.

THEATRE

When the Iron Curtain rises

Carol Allen reports on a new play, set during Prague's "velvet revolution"

Czechoslovakia as a theme is very much in the air, dramatically speaking, in 1992. Maybe it has something to do with the country having a playwright as president, maybe it is just one of those flukes which push the same theme into the universal artistic mind, but currently there are four projects with a Czechoslovakian theme ready to hit British stages and screens.

Scottish writer/director Ian Sellar's contemporary love story, *Prague*, makes its debut at this year's Cottesloe Film Festival, where his previous film, *Venus Peter* was also first screened. Steven Soderbergh's follow-up to sex, lies and videotape is *Kafka*, with

Jeremy Irons in the title role. A dark thriller set in Prague in 1919, it is awaiting British distribution.

Dusty Hughes's new play, *A Slip of the Tongue*, with John Malkovich as an exiled Czech poet, takes to the stage at the Steppenwolf Theatre in Chicago this month before arriving in London in April. But first off the mark is *Making It Better*, by James Saunders, which starts previewing from tonight at the Hampstead Theatre.

Saunders's play is set in London in 1989. At its centre is Jane Asher as Diana, a BBC World Service producer with three men in her life. There is her husband, who has left her to live as a



Jane Asher: playing "a turbulent, seething woman"

homosexual; there is the elderly romantic Czech writer Pavlicek, exiled from his homeland in 1968, who becomes her friend and sometime lover; and there is another Czech, a young student, who is first the husband's lover, then Diana's. In the background are the events in Czechoslovakia itself, culminating in the so-called "velvet revolution".

Yet this was not how the play was originally conceived. "When I wrote the play in 1989, Czechoslovakia was still an Iron Curtain country and as I was writing the situation changed," Saunders explains. "When I'd finished, the piece was no longer viable, because it was about a country which was still behind the Iron Curtain. So the first job was to bring it up to date, which I did by putting in what had been happening while I was writing it. It's more politically orientated than it was before."

"Originally it was about two things. First that in England the intelligent, woolly middle-class like myself has been belly-aching throughout the whole of the Thatcher government about what the country's coming to, and the loss of freedom and heart in the country. I wanted to set that against Eastern Europe's desire to be free, which for them meant wanting to be like us and our system of government, which made our complaints seem rather trivial by contrast."

"On a personal level it's about what happens when two people form a close emotional attachment and one of them lives in England, the other behind the Iron Curtain. This came from a letter I read in *The Guardian* in 1989 from somebody in that situation. He'd met a student who had to go back

and neither of them could bear the idea of that being the end of the relationship."

The events of 1968, when Soviet tanks invaded Czechoslovakia, are important both to Saunders and his characters. "I was very moved by 1968," Saunders says. "It was so sad. The image of Czechoslovakia was of the students putting flowers into the barrels of the guns and losing, but somehow not losing on the other side's ground. I felt it was a kind of step forward in political and self knowledge. The Czechs said: 'We'll fight by our rules, the rules of non-violence.'"

This is a viewpoint which the playwright has put into the Jane Asher part. As she says, "the character I play and her husband were there for the Prague Spring. The tanks coming in affected her deeply: her hopes were dashed; and she senses an echo of that betrayal in the things that happen in the play."

"She's a woman who's been hurt by life in lots of ways, perhaps a bit bitter, but more hurt. We watch her changing, experimenting, finding herself free and coming full circle, older and wiser. She has that English reserve, that apparent passivity and shyness, but that doesn't of course mean she's not hiding a turbulent, seething woman underneath."

"Foreigners, however, tend to explore more those psychological areas we're so shy of and don't like to talk about. I think it's a true picture of a lot of English people, including possibly myself."

● *Making It Better* previews at the Hampstead Theatre, Swiss Cottage, London NW3 071-722 9301 from tonight and opens on Tuesday.

TELEVISION REVIEW

Lost in no man's bland

Television detective fiction has become mid-aged. The car chase and the punch-up have largely disappeared, the Starsky and Hutch-style heroes have gone the way of the spaghetti western. Instead there are thoughtful plots worked out by thoughtful heroes, low-key types with wives, mortgages and even grandchildren.

Is this more realistic? In some ways, the very opposite. Much real police work these days concerns itself with

terrible and casual violence, but these incidents are mindless, one-off affairs which make no sense. In a word, they lack plot. Television needs plot, so it has turned increasingly to the higher reaches of detection where men in suits pursue kidnappers and fraudsters, high value added crime.

Thus the return of Van der Valk (ITV) is neither welcome nor unexpected. "Maigret with clogs" is how the eponymous hero was described during the earlier series, though the chances of Van der Valk being seen dead in clogs are about as great as those of Spender putting on a tie. The new series comes in two-hour chunks, starting last night for me this is too long and causes unnecessary slack in the script, which would benefit from a good editor.

Of course a middle-aged series has to have sops to the younger audience. So now Van der Valk has a son in the same Amsterdam police force, a son who is instantly recognisable because his curls are long and unkempt whereas Barry Foster's are tight and groomed. As generation gaps go, this one is pretty tame.

The real trouble I have with the series is the voices. The days when people pretending to be Dutch spoke with Dutch accents are thankfully long gone but the alternative is to cast the piece in such a way that everyone speaks with no accent at all except, oddly, a South American. This produces the feeling that we have stepped into an audition for Radio 3 continuity announcers, there being little sense in having a Dutch detective who sounds as if he comes from Bradford or Ilford.

Vocal blandness is the result, a tonal quality reminiscent of a symphony orchestra whose brass section has been stranded in another town. The secondary effect of this is to make the nudges as to location strangely jarring.

Last night, for example, there suddenly appeared a street scene in which a man wearing a ballet dress and clogs walked a tightrope. Oh right, thank you, Amsterdam. Just when I had settled for Neusden.

Then there is that other problem. In order to make sense, successful fictional detectives have to be promoted. So now Van der Valk has a high-powered desk job, but two hours of a man outwitting criminals by moving

ing paper around a desk never did much for anyone's ratings. Therefore the plot has to be corrupted: a colleague goes on leave with a personal problem, an assassin is loose on the streets. Van der Valk (just this once) returns to active duty.

Just this once? You wait until next week.

PETER BARNARD

● Television listings, page 20

ARTS BRIEF

Flair for showbiz

DAVID Mach, who won passing notoriety a few years back with his sculpture of a submarine made out of rubber tyres and exhibited on the South Bank in London, has pulled off an equally crowd-pulling stunt in the shadow of Edinburgh Castle. Standing on the city's traditional execution site, the Scottish installation artist held aloft a giant mask, which was encrusted with several thousand black-and-white matchheads arranged in a harlequin pattern. Initial attempts to ignite the spooky object proved unsuccessful, although eventually the desired conflagration was achieved.

This performance was, appropriately enough, in honour of the new Emily Ash Gallery, which occupies five floors of a former snuff warehouse in the city.

Tyne tunes up

FOLLOWING the opening in the last 18 months of fine new concert halls in Birmingham and Glasgow, and the plan to refurbish Philharmonic Hall in Liverpool, a study is underway to examine whether Newcastle upon Tyne needs, and could support commercially, a new hall. The study, funded by the relevant local authorities and tourist boards, will be led by the arts economist John Myerscough and should produce a report by April. Newcastle is the home of the Northern Sinfonia.

Ms myth

MARINA Warner has been appointed research fellow at the British Film Institute. The novelist and critic — best known for her studies of such female icons as Joan of Arc and the Virgin Mary — will be "investigating the relationship between film and fairy-tale", according to the BFI. Her appointment coincides with a season of films with fairy-tale themes, beginning at the National Film Theatre tomorrow.

Last chance...

THE blinkered nuns in *Once a Catholic* belong to an unlamented past, but Mary O'Malley made her 1977 comedy a lively sequence of vignettes about the idiosyncrasies and grief of a convent education in the Fifties. Elvis and boyfriends are the road to damnation; heaven calls for martyrs and passion-killer knickers. Set in Kilburn, this engaging play's revival at Kilburn's own theatre, the Tricycle (071-318 1000), ends on Saturday.

**TOMORROW IN
LIFE & TIMES**
Art analysed?
Richard Cork
on Lucian Freud

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How the tide has turned for tricky Dicky

The fall of Nixon remains a compelling story, however often told. The very length of his, and America's, ordeal — more than two years from the Watergate break-in until his resignation in August 1974 — and the inevitability of the end do not detract from its fascination.

Stephen Ambrose's book, covering the period from Nixon's re-election in November 1972 to 1990, is the third volume of a biography on a Victorian scale (matching his own two-volume life of Eisenhower and Robert Caro's uncompleted multi-volume study of Lyndon Johnson). Unlike Caro, Ambrose remains scrupulously fair. During the writing he moved from being a critic of Nixon to a grudging, and then genuine and deep, admirer. In the end, he liked Nixon. "That is not easy to do, as he doesn't really want to be liked — he wants to be admired, respected, and obeyed — and he does do awful things. But I like him as a family man, and because he never gives up and is always true to himself."

Ambrose is no apologist for Nixon. He offers a "warts and all" portrait. A virtue of his detailed descriptions, more than a page a day for much of 1973-74, is the avoidance of conspiracy theories. He relies largely on published evidence, notably the much disputed White House tapes, plus interviews with some of the participants, though not Nixon himself. The disadvantage of this approach

**Peter Riddell
assesses Nixon's
nemesis at
Watergate and his
recent comeback**

**NIXON
Ruin and Recovery
1973-90
By Stephen Ambrose
Simon and Schuster, £20**

is that it can be bloodless. There are many quotations to show Nixon's indecision, but little sign of his tortured soul, or of the fevered atmosphere in Washington.

Here again are the familiar characters — Haldeman, Ehrlichman, Dean, Ziegler, Mitchell, Magruder, Colson, Hunt, Liddy, the Cubans, all the lawyers and judges, the Ervin committee and even, loyal to the end, Rabbi Korff and his National Citizens' Committee for Fairness to the Presidency.

What emerges is less a sinister conspiracy than muddle and confusion, the world of the "modified limited hang out". Nixon had regular, aimless discussions with his advisers in the early months of 1973 about how to escape from the trap that they had created for themselves. Options were raised,

then rejected, because each course might have fatal results. No one talked honestly, through a refusal to acknowledge the truth either to themselves or publicly.

Nixon veered between being aware that his remarks were being recorded and apparently forgetting. Ambrose records that "Nixon would ask questions to which he already knew the answers, pretend to a surprise that was pure acting, or display outrage or incredulity that covered guilt". After discussing how to head off demands for money from Howard Hunt, Nixon wrote in his diary for March 21: "It will be each man for himself, and one will not be afraid to rat on the other."

Nixon's survival for another 16 months severely tested the American political system, but the republic and the constitution held. He accepted the rulings of the courts and, eventually, the verdict of his fellow politicians. But, in interviews and books since 1974, he has neither accepted that he had to go, nor the reasons why. He lists myths about Watergate, only to knock them down. Some of his protests are justified. Many of the wrongdoings for which he was blamed, such as taping conversations and using administration agencies against political opponents, had also been committed by his Democratic predecessors. But although he did not personally order the Watergate break-in, it was part of a political operation — the White House plumbers and



Angry old man: Richard Nixon's long campaign to vindicate himself has won him respect, but he still does not inspire affection

the like — which he did approve, and he participated in the cover-up, obstructing justice.

So Nixon was a crook, even if little more of one in practice than Presidents Kennedy and Johnson. What was different was not only that he made his own position worse, and before long untenable, but that he made so many enemies over 25 years who were eager to see his downfall. Nixon paid the price for trusting no one, for

suspecting everyone. He had no real friends and approached politics as an opportunity to gain the respect that he believed he deserved. His own deep anger ensured that he never gained that respect, or affection.

Nixon had a formidable foreign policy record, as Ambrose stresses, especially the opening to China, his pioneering efforts at establishing détente and his role in ending the American involvement in Viet-

nam. But he has not got the full credit because he was never open with the American people.

Nixon had, and has, remarkable qualities. To survive repeated setbacks, he had to show toughness, discipline and hard work, vast knowledge, an ability to take risks and a proud refusal to accept defeat. Never have these characteristics been better displayed than since 1974 as he has regained a place in public life as an elder

statesman — even writing for his old enemy, the *Washington Post*. Nixon's real tragedy is that he was always much more than just a crook, but his flawed and twisted character prevented him from achieving what he wanted to do. Ambrose concludes, charitably, that, "when Nixon resigned, we lost more than we gained."

Peter Riddell was US editor of the *Financial Times*, 1989-91

Salon soulmates of spirit

Flora Fraser

**A WOMAN, A MAN,
AND TWO KINGDOMS
The Story of Madame
d'Épinay and the Abbé
Galiani**

**By Francis Steegmüller
Secker & Warburg, £17.99**

Louise d'Épinay was a Parisian bluestocking of spirit and sense, with fine black eyes and a philanderer for a husband. The salons of Enlightenment Paris were her milieu; close friends of calibre, notably Denis Diderot, and Melchior Grimm, her lover, made up for her disappointments at home.

Ferdinand Galiani, 4ft 6in and witty to his fingertips, arrived in Paris in 1759, as the Neapolitan ambassador's secretary, and entered the chattering classes. Mme d'Épinay and her friends included. He delivered his harangues, all mimicry and gesticulation, from the depths of a wing chair, where he sat cross-legged, like a tailor, close to the fire.

Galiani's difficult duty in Paris — when not teasing the swans at Mme d'Épinay's chateau, La Chevrette, or talking by the fire with his wig off and his head steaming — was to cosset the family pact between the Bourbon Kingdom of the Two Sicilies and its powerful cousin of France. One indiscreet remark in 1769, and Galiani was recalled to Naples. Death would have been preferable, he wrote to Mme d'Épinay. She promised to write faithfully of



Louise d'Épinay: faithful observer of Parisian life

the city he dubbed affectionately "the café of Europe".

Of the correspondence which followed, Harold Acon has written that there "we may breathe the air of the 18th century as naturally as our own". Unfortunately Steegmüller, at his ease during Galiani's Paris decade, falters when the abbé departs for Naples. He clogs the letters with peripheral material, including a lengthy account of a commission for a statue of Voltaire, where the space

would have been better occupied by more of Galiani's or Mme d'Épinay's words. He pollutes the letters' light and delicate air by taking far too seriously Galiani's complaints of his ennui in Naples.

Undoubtedly Galiani missed Paris: Steegmüller does not quote a delicious passage, where Galiani describes his attempt to make a mini-Paris in Naples. His recall, however, offered Galiani the opportunity in his letters to play around with the oldest literary

conceit in the book. Everywhere was a desert without the object of desire in this case, a delicate amalgam of Paris and Mme d'Épinay.

It was girth to his satirical skill that Naples was far behind Paris in point of culture, style and fashion. Ruched skirts arrived in Naples, and the Neapolitans seemed unaware, he wrote, that these called for new garters. Could Mme d'Épinay send him some elegant examples — adjustable, if possible? "Here in Naples thighs tend to be devilishly massive."

But if proof of Galiani's interest in his native surroundings were wanted, this man, so utterly bored by all about him, began a dictionary of Neapolitan dialect, and typically revelled in a scholar's assertion that it was based entirely on what he overheard when passing by in his carriage. He also wrote an opera in the Neapolitan idiom, *opera buffa*, and was thrilled by its success.

Meanwhile, in Paris Mme d'Épinay enjoyed her own literary success with *Conversations avec Emilie*. Emilie was her granddaughter. Her brilliant autobiographical novel, *Histoire de Madame de Montbrillant*, was published posthumously. After a dozen years, the correspondence drifts to an end, with Mme d'Épinay's health failing, and so does Steegmüller's uneven if immensely informative narrative. It is no easy task to write a successful life and letters, and it doubles the difficulty to deal with two lives at once. I was left wishing that Francis Steegmüller had instead translated the entire correspondence.

Frothy German destiny

Anne McElvoy

**TOMORROW BELONGS
TO ME**

**Germany through the
Extraordinary Lives
of Ordinary People**

**By Peter Millar
Bloomsbury, £17.99**

at, could not deliver a truly vibrant working-class culture with advice, mockery and anecdotes in as ready supply as the beer.

Clutching his hundred grams of Korn in the corner is Manne, unloved, obese and an outsider until he discovers a talent for smuggling consumer goods from the west. It is a function rendered as obsolete as that of general secretary of the communist party by the whirlwind which swept the country in 1989, and a poignant reminder of the heartbreaks which accompany even the most universal reveling.

Millar's method has its limitations. Sometimes the historical events to which we are supposed to be introduced by means of the characters become so dwarfed by their quirks and reactions that they become reminiscent of a child's drawing in which the man is twice the size of the tree.

But in the end, the author simply is more interested in the

little people. This is the eye of a journalist who loves colour and gossip, rather than that of an analyst or historian, which is rather refreshing these days when far too many journalists aspire to acceptance as intellectuals rather than to sound, bright handwork.

His recollections of 1989 are as fresh and evocative as ever and, like all good reportage, remind even those familiar with the events of moments they had forgotten. Beneath the caricatures lurks Ernst Moritz Arndt's restless question: "What is a German's fatherland? It is still far from acceptable to admit that much of Hitler's appeal stemmed from the fact that he provided Germans with an answer to that question, albeit one which debased and then destroyed Germany rather than elevating it."

Millar cites the débacle of the speech by the Bundestag's speaker, Philipp Jenninger, in November 1988 on the subject on the 50th anniversary of the *Kristallnacht* pogrom. But it would have been illuminating to hear more from him about what Germany expects of itself and of it, now that — as his title implies — tomorrow is here.

That title is an unmitigated disaster: misleading, irrelevant and plain silly. It alludes to a song to which Hitler's soldiers marched. This — and the subsequent allusions to the Nazis — are by far the worst thing about the book because they jar with what they are trying to describe. That is a shame, because everything else reflects the old East Berlin at its most vibrant and unpretentious. One can smell the lignite (brown coal), see the tumbledown tenements of the Prenzlauer Berg and hear the secret weapon of these hostages of history: a sense of humour, amply lubricated.

Sacred soil of the Golden City



Europe, Asia, America, Fiji, Australia, Brazil... where in the world would you like to go on holiday? And would you like to take a partner along — free? The *Times* is offering a choice of first-class hotels throughout the world where you can stay with a friend, whose flights and hotel accommodation are free.

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FROM the rooftop of his religious academy near the Temple Mount, Rabbi Shabtai hopes he will have a front row seat when the Messiah arrives.

Down in the basement, his students recite memorial prayers to raise up the souls of six million Jews murdered in the Nazi Holocaust.

Next door, in the dormitory abbey, monks preside over the site where Mary, the mother of Jesus, closed her eyes for the last time.

Adjacent to the abbey, Jesus led the Jewish Passover service that became the most famous meal in history, the Last Supper.

Such are the juxtapositions of Jerusalem, whose walled Old City contains the building blocks of monotheism.

Though worlds apart in matters of doctrine, the synagogues, churches and mosques here are all within easy walking distance of one another. And in an apparently divinely ordained blueprint

for conflict, they are often situated on the very same piece of sacred soil.

Just a stroll away from modern downtown West Jerusalem the Old City tries its best to knock a visitor backwards, in some cases a full two millennia back in time.

Those seeking a clear idea of what to visit there are advised to head straight for David's Tower, an ancient citadel just inside of Jaffa Gates with a state of the art museum that unravels the complexities of Jerusalem's turbulent and often bloody history.

At the church of the Holy Sepulchre, believed to be the site of the tomb of Jesus, a host of denominations vie for the glory of being custodians of the sacred vault that helped lure Richard the Lionheart to the Holy Land.

On the Temple Mount itself, the Muslims and Jews are the ones locked together in a clash of symbols and visions. Perhaps Jerusalem's

most beautiful building, the golden domed mosque of Omar, is built on the site where the Prophet Mohammed ascended to heaven during his mystical night's journey.

The Western Wall, the last remnants of the second temple has served as a magnet for Jewish pilgrims and passions over the centuries.

The Jerusalem Sheraton Plaza Hotel offers the visitor easy proximity to the sites of the Old City along with the conveniences of a functional, modern, luxury hotel.

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THIS WEEK

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SATURDAY

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ARROW

A continent drifts apart

Hugh Thomas hails a new survey of Latin American history, from the majestic immobility of Hispaniola to the unpredictability of the present

Meternich remarked that "Asia begins at the Landstrasse". "Latin America begins at the Landstrasse", it might equally well now be said. The "Hispanic", or Spanish-speaking, minority is the fastest growing one in the United States. Some people there now declare themselves, at least for public consumption, as "Latin Americans": a way of avoiding saying one is a Salvadoran or a Colombian or a citizen of some other nation which has, for the moment, a bad name in the Anglo-Saxon world.

Latin America is even less of a proper form of identification than "Germany" was in Meternich's day. For example, Mexico is a great mestizo culture, with the indigenous peoples playing a large part in the picture which the country entertains of itself. Peru is largely Quechua. Cuba and Brazil are half black. And so on. Though united as part of the Spanish or the Portuguese empires till the 1820s, "Latin America" is, except in one department, less and less of an entity, more and more a collection of widely different nations whose language happens to be derived from the Mediterranean.

That one exceptional department is literature. There is something like cultural unity. The classical writers of Spain are as much a part of the continental tradition as they are of Spain's. The writers of today look upon themselves as the heirs of Sarmiento, Dario, Mari, Borges, Paz and Vargas Llosa, Garcia Márquez and Fuentes, Cabrera Infante and Cortázar are all Latin Americans. Influencing others who write in Spanish without ceasing to be nationally responsive.

Not surprisingly, therefore, The best book hitherto about Latin America was a brilliant long essay about its art and literature by German Arciniegas entitled *El continente de siete colores* (The continent of seven colours). This was, dully, presented as *Latin America* in its English edition. There was also a useful political history, that of Hubert Herring (*A History of Latin America*). Edwin Williamson's *Penguin History* gives much attention to literature, especially to modern writers. That is wise. They have transformed the continental standing of Latin America. But he also aims to cover the main political developments, from 1492 onwards. He has set himself a gigantic task.

This is not because of the subject matter. After all, the history of the Portuguese and Spanish empires had, after conquest up till independence, as Pierre Chaunu once put it, "a truly majestic immobility". But since the 1820s the countries have taken different paths. Thus the historian of all of them is bound to be in danger of concentrating on the things which hold them together, or which they have in common: hostility to the United States, say,

or the Alliance for Progress, or the Marxist challenge.

The merits of Professor Williamson's book are considerable. The prose flows easily, even if, towards the end, there are too many periphrases. He has used most of the enormous number of up-to-date sources. His judgments are usually sensible. He wisely avoids, for example, pronouncing on the vexed question of the aboriginal population of Hispaniola.

The structure of the book is simple: there is a general account of the conquests and the two societies, Portuguese and Spanish, which carried them out. That is followed by chapters on the viceroys and the wars of independence. There is an "overview" of 20th-century politics suitably called "nationalism and development", followed by studies of five of the most important nations: Mexico, Brazil, Cuba, Argentina, Chile.

Of these the first four are balanced. The Cuban section is particularly good. Only the Chilean pages seem to show a weakness for romanticism and that a modest one. There are two sections on "literary and cultural developments", one about the 19th century, the other about the 20th, each seeking, successfully, to connect cultural with political life.

The weaknesses of *The Penguin History of Latin America* derive largely from the arrangement. However good the Cuban section, can one justify 13 pages on Castro, and only a passing reference to Betancourt, whose achievements, damaged by Castro's guerrilla war against him, are, as I believe, likely to seem in the end more lasting? The exclusion of over half the countries of Latin America (including Venezuela, Colombia, Peru and Bolivia) from detailed treatment makes the book seem inadequate so far as they are concerned. The French origin of "anti-Americanism" might also have been gone into: it is characteristic that the Uruguayan Rodó should have been inspired to write his famous *Ariel* by reading Ernest Renan's *Prosperity*.

There is one other shortcoming which I scarcely know how to express. Professor Williamson fits in everything so neatly, the statistics are added just in the right place, that the sheer oddness and eccentricity of Latin America, its beautiful surrealism, its unexpected peacefulness, the wonderful courtesy of its people, as well as its murderous unpredictability and its intoxicating *joie de vivre*, are somehow forgotten. Popular singers, such as Jorge Negrete, should be given their due. The Rumba has its moment. Perhaps, though, I am guilty of criticising *Madame Butterfly* for not being *Fidelio*.

Lord Thomas of Swynnerton is the author of standard works on the Spanish civil war and Cuba.

THE PENGUIN HISTORY OF LATIN AMERICA

By Edwin Williamson

Allen Lane, £25



Havana 1968: ethnic diversity and hatred of the Yanqui. A pro-Vietcong poster dwarfs this young black Cuban.

Magicians versus realists

Jasper Rees

THE GRANTA BOOK OF THE AMERICAN SHORT STORY

Edited by Richard Ford
Granta, £15.99

THE PENGUIN BOOK OF LATIN AMERICAN SHORT STORIES

Edited by Thomas Cole
Viking, £15.99

splendid representative, takes the maxim several steps further: the reader has no idea what will happen in the next sentence. An extreme case is Márquez's "The Last Voyage of the Ghost Ship", in which there is only one sentence.

These two superlatively fine anthologies gather in the best short stories from the Americas. To recommend them is simple: to make sense of the many disparities between and within them could not be tricker. For Amado, the literary elder statesman of Brazil, Latin America is "united simply by what is negative — misery, oppression, military dictatorship".

Amado's own madcap narrative answers back this contention. What tends to link writers from Cuba, Chile and most countries in between is the way in which they

take liberties with reality. There is no oppression here — only roads, magicians, psychiatrists, idols, mad dogs, lovers and women's magazines staffed by men writing under pseudonyms.

The United States, where the realism is not at all magical, remains a harder place to pin down.

The authors collected here are united by nothing so much as the admiration of Richard Ford, one of the form's great practitioners, whom modesty keeps from self-inclusion. Many of these

stories fly the flag of small gestures, muted tones and low-level angst. Their Latin cousins have ploughed a narrative furrow that seems several centuries closer to the primordial origins of fable, but in the USA moral instruction is handicapped to loss, misfortune or some miscellaneous sorrow.

"Really, that's all there is to this story," says Harold Brodkey at the end of his "The Bathing Pay Off", which compresses beneath a wealth of turbulent experience. The phrase might apply to many

other stories, from New York or Vietnam, the ghetto or the cornfields, the railroad or the zoo.

There is always Kurt Vonnegut, who says America is a monkey house, or Bernard Malamud, who tells of a trainee rabbi and the busy little marchmaker he commissions to find him a wife, or Paul Bowles, whose Arabist scholar is enslaved by desert nomads, to sound a different note. But most of the Americans in these stories are as confused as Updike's clueless divorcing couple, who, when their separation is legalised in court, have no idea what to do. They kiss.

Ford's cast list is not merely star-studded. Unlike the Latin American volume, which serves a slightly less enlightened readership, Ford's anthology does not provide posed biographies and does not

delve back beyond the turn of the century. But it is as complete and persuasive an introduction to post-war American writing as one could hope for. If you have never read Stanley Elkin, Jean Stafford, Richard Yates, James Alan McPherson or Tim O'Brien, here is the place to start.

Among the Latin Americans, the same goes for Rubem Fonseca and Paulo Emilio Salas Gomes from Brazil, Juan Carlos Bonetti of Uruguay, Ana Lydia Vega and Rosario Ferré of Puerto Rico, who take their place alongside famous names. Carlos Fuentes, Isabel Allende and Machado de Assis.

Murilo Rubião, Amado's senior partner at the head office of Brazilian literature, tells of a magician who loses his powers when he becomes a civil servant. It reads like a parable, but a parable that contradicts the lesson of this book: when Latin Americans sit down to write, they are put in touch with the power of magic.

Indian passage of time

Frances Welch

THE STILL POINT

By Subin Babuta

Weidenfeld & Nicolson, £14.99

BOY CUDDLE

By Stevie White

Andre Deutsch, £12.99

Time is linear in the West. Past, present and future occur separately, and in that order. In Subin Babuta's powerful first novel time is disrupted. Dreams and hallucinations disrupt chronology; time is less a linear than a revolutionary structure. The effect is disquieting.

The Still Point follows the life of an ambitious Oxford graduate, Max, whose aspirations are burnt up during a hot, passionate honeymoon in India. While his wife Imogen goes on to a successful career as a television producer, Max flounders in a teaching job. He is hampered by a preoccupation with Eastern values which eventually takes the form of an attachment to an Indian dancer.

Years later, devastated by the death of his wife, Max gains solace from a return to India. With the adoption of Eastern attitudes to time, and therefore to death, Max learns to accept his destiny.

The Still Point emphasises the visual, with stunningly beautiful descriptions of India. Its gothic imagery is more memorable than the characters and sometimes it is hard to tell whether Babuta (a television director) writes from the heart or whether he has a film audience in mind.

Max's problems stem from an excess of higher sensibilities. That could not be said of Joseph Dean Torito, or "Toys", the narrator of Stevie White's first novel, *Boy Cuddle* reads as though it had been written on one mad night; as if its author had sat down, burped in order to lower himself into the spirit of Toys, then written until he had nothing more to say.

If the voice of *The Still Point* is BBC, with a dash of Indian smoothness, the multifarious voices of *Boy Cuddle* are fast, lewd and mainly cockney. The half-caste bisexual Toys enjoys his mimicry. His narrative is spiced with interjections like those from his confused white granny: "Ooh Andrea you really should wash that boy more often".

Toys and his alcoholic lover Sean both grow up in South London slums. The pair's six year love-match is broken up by the teenage prostitute Jenny. Toys watches in horror as Jenny and Sean give up prostitution and take up true love.

After Sean's death Toys decides to write his account of this unsavoury love triangle. The cheerlessness of his story is partially relieved by Toys' exuberance. Undaunted by the irritation of his friends, the loudmouth Toys is full of jokes and full of himself.

In comparison with the slick production of *The Still Point*, *Boy Cuddle* appears clumsy. Unlike peripheral characters and an occasionally slow narrative dull the stabs of truth. But any thinness enhances White's portrayal of spiritual poverty: little hope is offered in life, no hope after death.

SATURDAY

Four pages of books in this week's *Saturday Review*

Chaos theory of the death of a president



D.M. Thomas: weaving an ingenious double narrative

Even if I am finding it hard to think up a first sentence for this review, I can at least take comfort from the fact that D.M. Thomas must have struggled a whole lot harder as he tried to decide how to begin his Gordian knot of a novel about the assassination of John F. Kennedy.

Never mind that Thomas wheels out the fashionably controversial "conspiracy theory" to explain Kennedy's murder. Like his best-known and vilest work, *The White Hotel*, this one is a jumbled scrapbook of a novel, pasting together fractured slabs of history and dream and fiction with enough hefty symbolism, ingenious parallels and brutal contrasts to achieve a kind of murky coherence. And, though it may sound rather a turn-off, this coherence — a grand sense of organised chaos behind and beyond the events of November 22, 1963 — is what the novel is about.

Two narratives flitter side by side, twisting and jostling and intersecting like mating daddy-long-legs. To use the posh jargon, one is synchronic, the other diachronic. Here, on one side, is President Kennedy, juggling around Texas with Jackie and an aching back, joking with Johnson and flirting with brunettes. Here, too, in the background are Lee Harvey Oswald, his wife Marina, David Ferrie, Officer Tippit et al.

And there on the other side is Sister Agnes, a young nun who becomes obsessed with Kennedy after shaking hands with him on the morning of his assassination.

Michael Wright

FLYING IN TO LOVE

By D.M. Thomas

Bloomsbury, £14.99

We watch Agnes grow old, nursing a clutch of sexual-spiritual fantasies, and desperately looking for a sense of design in the universe.

Contiguous themes of sex and death and religion are hammered out like the bass of a boogie woogie. Sadly, Thomas shares with Ken Russell a weakness for gothic sensationalism: his description of a nun masturbating as she watches the Zapruder film of Kennedy's head exploding is typical of the crude exhibitionism that marred *The White Hotel*.

So far so simple. But where would the modern novel be without dizzy time-schemes? No sooner has Thomas described the flecks of brain spattered on Jackie's pink suit (gritily echoed in the novel's grey-and-pink dust jacket), than he is ransacking time itself and — in what critics used to call a bold display of the power of the author — literally rewriting history.

Kennedy doesn't get shot. The worst thing that happens to him on November 22 is that he gets smacked in the face by an old lady. When he visits Parkside Hospital, it's for post-prandial sex, not a post-mortem autopsy. He decides to get an early night.

Thus, like the sex-death-religion triangle, dream, history and fic-

tion are presented as inextricably linked, and both triangles are hung like coat-hangers on the twin rails of Thomas's double narrative. Kennedy's death is seen to have been inevitable because of the "symmetrical quasi-literary patterns" into which the events and people around him were unconsciously organised. This is Chaos Theory fiction, with bells on.

It is in setting up and highlighting symmetries, parallels and contrasts that Thomas is at his most impressive. Wheeling out his endless pairs of loves and hates and loyalties and treacheries, he quietly nudges the reader into complicity in his orgy of symbolism. Like Sister Agnes, we marvel at "life's intricacy and beauty".

On purely technical grounds, this is a remarkable novel, with all the rough, painful perfection of a crown of thorns. An apparently chaotic structure masks a miraculously symmetrical pattern beneath. Form mirrors content. At times, Thomas's symbol-planting is over-intensive and the sense of artifice becomes oppressive, but still, this is not a difficult book. On the contrary, the sense of intimacy and immediacy the author cooks up is as thrilling as it is poignant, providing both a way into the novel and an encouragement towards "creative participation".

In this way — like all good art — Thomas's work vigorously chips away at the eternal bystander, one of the invisible players of the late 20th century. His novel will make a worthy A-level set text, if anyone is brave enough to teach it.

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THURSDAY FEBRUARY 6 1992

Office drinkers reach for a cure

Susan Harding is not the stereotype alcoholic. She is attractive, smartly dressed and in her early thirties, and is a personnel manager in a computer company. She appears far removed from the character in the television play, *Edna the Inebriate Woman*.

Last spring Ms Harding (an assumed name) visited a counsellor through her company's employee assistance programme because she had marital problems. She was told her problem was chronic alcoholism. The news was, she says, "a thunderbolt". She equated alcoholism with meths-drinking down-and-outs. However, more than 75 per cent of people who seek help for alcohol-related problems are in employment.

Ms Harding and her fellow alcoholics cost industry 14 million working days a year. There are alcoholics in the boardroom and the typing pool, and in every kind of business. Often an alcoholic manages to conceal the drinking problem at work long after family relationships and personal life are shattered, because he or she needs to keep the job.

Rosemary Clough, a counsellor on alcohol-related problems in industry, says: "By the time an employee's alcohol dependency is obvious in the workplace the problem is serious and can be affecting colleagues, subordinates and safety. People do not realise that alcoholism is a dependent illness, and that it is not just a case of 'pulling oneself together'."

"Often the telltale signs are

Alcoholism costs 14 million working days a year. Widget Finn discovers how employers are tackling the problem

ignored, or colleagues cover up for somebody who is drinking heavily. This is misguided kindness towards somebody who has a life-threatening condition."

The Workplace Advisory Service, set up by the charity Alcohol Concern, helps organisations to establish an alcohol policy in the workplace. The aim, says Ossie O'Brien, the director, is to minimise the damage caused by alcohol misuse by promoting a responsible attitude to drinking and offering help to employees who need it.

London Buses bans drinking during office hours for everybody, from the driver with a busload of passengers to the chairman lunching in the City. Not all companies adopt the blanket approach. Staff at Conoco (UK), which produces crude oil and natural gas, work with highly volatile substances. In 1988 the company introduced a policy to ensure that the misuse of alcohol and drugs would not jeopardise safety.

"We are not aiming to prohibit the use of alcohol by our employees," says Ian Symon, the employee relations director. "That would be unrealistic in a society where drinking alcohol is socially acceptable."

An alcohol ban in the workplace will remove the problem of the

moderate drinker who occasionally has a drink too many at lunchtime, but it will have no effect on alcoholics such as Ms Harding, who drank heavily in the evenings at home. However, Ms Harding points out that a ban, if linked to an education programme, makes staff more aware of alcohol misuse.

Statistics show that publicans are ten times more likely to die from cirrhosis than the average worker. Alcoholism is not an occupational hazard, Ms Clough says, but certain occupations attract heavy drinkers.

Ms Harding's colleagues failed to recognise her symptoms and, her own boss could not believe it when he was told that she had been diagnosed as an alcoholic, even though she had shown the typical behavioural pattern of somebody with a serious drink problem. She explains: "I had a hangover every morning after the previous night's solitary drinking. I was late for work and could not concentrate. Drinking seriously affected my job."

"I did not drink regularly during the day but whenever I attended a lunchtime function I drank heavily and the afternoon was a complete write-off."

What should a company do when it finds that an employee has the problem? Most alcoholics are experts in self-deception and no treatment is possible until the individual admits his or her dependency. Conoco (UK) offers a sympathetic but firm approach.

Mr Symon says: "Our policy acknowledges that alcohol abuse is a long-term and complex medical condition, and Conoco meets 80 per cent of all reasonable treatment and rehabilitation costs. However, as an employer, we have the responsibility to provide a safe working environment and if an employee's drinking problem continues to cause unsatisfactory or hazardous job performance we have to take disciplinary action."

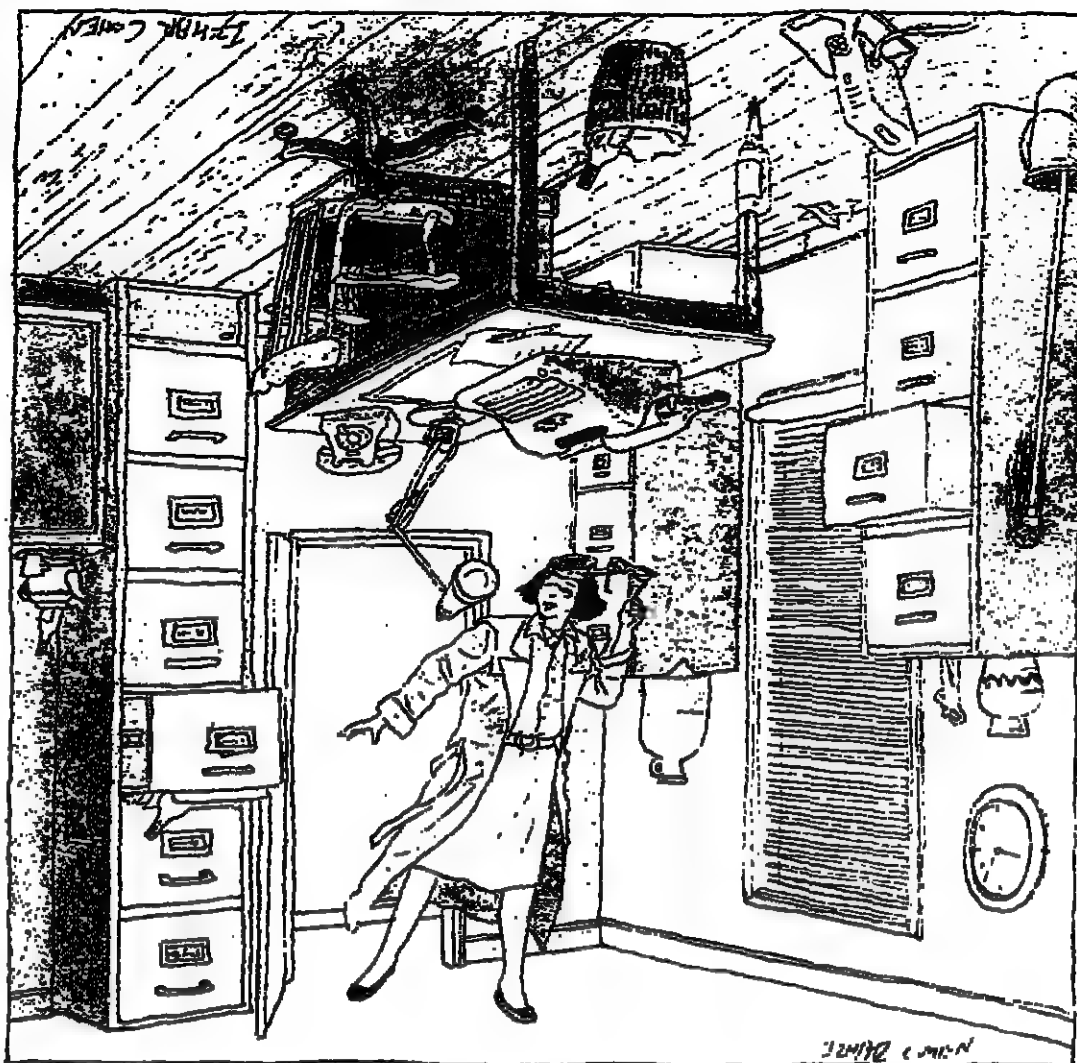
Ms Harding's employers paid the full cost of her three-month residential treatment and kept her job open.

Her boss, once he had accepted that she was an alcoholic, was supportive and understanding, visiting her while she was undergoing treatment to talk about the issues she would have to face when she returned to work.

Ms Harding has been back in her post for six months. She says: "I am a more productive employee than I have been for years."

How many other chronic alcoholics are there in the workplace who blame their problems on something else, or do not believe they have a problem at all?

Alcoholics Anonymous, PO Box 1, Stonebow House, York YO9 4 64026; Workplace Advisory Service, Alcohol Concern, 305 Gray's Inn Road, London WC1X 8QP (071-933 3471)



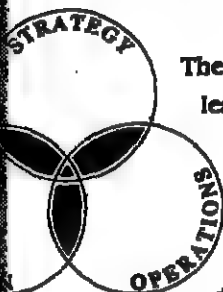
Like world-class runners, business leaders today recognise that striding towards excellence is the real reward - that the goal is not just the finish line but continuously stronger performances.

At Gemini Consulting, one of the world's pre-eminent international management consulting firms, the pursuit of quality underpins all our work. It nourishes our collaborative relationships with clients - leading corporations worldwide - and it drives our talented teams to produce the highest levels of achievement and value.

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Although we have a broad based practice and therefore multi-functional needs, we are particularly interested in those whose functional backgrounds include manufacturing and operations management.

A first degree is a prerequisite. A further business qualification or fluency in a European language would be an advantage. We work full time at client sites, so you must be prepared to travel, returning home at weekends. Relocation is not required.

Please write, with full CV quoting reference ST192, to Nigel Grainge, Gemini Consulting, 11-14, Grafton Street, London W1X 3LA.

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- Mature and experienced PR professional aged 35-45.
- Graduate with at least 10 years responsible experience in related areas.
- Senior manager or director with company or agency.
- Scientific, technical or medical background an advantage.
- High quality verbal and written skills.
- Good inter-personal and management capabilities.

Please write, enclosing full cv, Ref 110529
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Wimslow, SK9 5AP

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£60,000

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London

Chief Executive

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THE ROLE

- Working in close partnership with The Chief Commissioner, the Chief Executive will be accountable to the Executive Committee of the Council for the effective implementation of the Association's policy.
- Active management role providing leadership and guidance to a committed staff approaching 180, with over 80 at head office. Determining the most efficient organisational and management structure to achieve goals and discipline in decision making and optimum service to the membership.
- The crucial interface between specialist staff and policy-making volunteers, acting as the custodian of information at an operating level, helping to define strategy, and ensuring that the evolving needs of the membership are met.

THE QUALIFICATIONS

- A successful manager with a record of initiating and achieving innovation in a stable organisation in the private or public sector. Intellectually strong, should be a graduate and under 50.
- Forward looking, with the capacity to step back from detail and give direction. Used to building consensus, inspiring team work, and successfully distilling and implementing policy. A disciplined administrator.
- A person of stature, credibility and authority, able to represent the Association at the highest level and gain acceptance as a leader, integrity and tenacity at a premium. Must share the aims and values of the Association.

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Healthcare
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West of London

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- Reporting to the Senior Vice President-International Operations in the US. Responsible for developing global strategies for the UK product range. Full P&L responsibility.
- Spearheading marketing and sales initiatives worldwide. Consolidating UK sales and strengthening relationships with distributors and professional groups.
- Establishing cost-effective operating and market policies supported by appropriate technologies and organisation. Instituting controls and support systems and training staff for motivation and effectiveness.

THE QUALIFICATIONS

- Graduate 35-45 with significant European or International experience. High order of strategic thinking and planning. A successful leader of people and developer of resources. Healthcare/pharmaceutical chemical experience preferred.
- Excellent record of sales force management in a high competitive environment essential. Proven manufacturing experience with demonstrable strength in business and market planning.
- Service minded, self starting creative manager driven by quality. Ability to inspire and motivate others. Enthusiasm and ambition to progress to the highest levels internationally.

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Water

Cheshire

Corporate Communications Manager

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THE ROLE

- Reporting to the Director of Corporate Communications. Responsible for initiating, writing and producing a wide range of Group communications both internal and external which address key issues, many of them controversial.
- Ensure that a consistent corporate image and identity is presented across the Group to all audiences.
- Manage actively key external interfaces with the media, politicians, investors and the community.

THE QUALIFICATIONS

- Bright graduate, 30s, with outstanding record in corporate communications in a substantial organisation that has undergone fundamental change.
- Excellent creative and writing ability combined with disciplined planning skills. Confident and positive communicator.
- Maturity and stature to operate independently at senior levels. Previous management responsibility and autonomy.

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- Work with country HR Directors to identify needs and establish/implement a strategy which maximises benefits of cross-fertilisation and scale economies.
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- Establish development plans for management using the full range of HR planning tools. Manage relations with business schools and colleges.

THE QUALIFICATIONS

- Graduate, late 20s to mid 30s with a broad HR background in line and staff roles in a multinational, matrix entity, ideally with significant European focus.
- Successful track record in starting up and driving through development and training initiatives. Familiar with European training providers.
- Maturity, cross cultural flexibility and ability to operate autonomously. Willingness to travel and fluency in English and one other European language essential.

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City

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The ideal stepping stone for a bright commercially minded accountant at the core of this major finance team. A critical position created to support the strategic and operational development of the Group which is going through an important process of change. Exceptional prospects for onward progression into a senior role in financial management.

THE POSITION

- Part of a small close knit team reporting to the Group Finance Director. Concentrate on broad range of key financial and operational projects, also closely involved with M & A activities.
- Lead financial analysis and planning initiatives that will create a model for change, critical to the future evolution of the Group's wide ranging interests.
- Play an influential role in assessing the financial viability, controls and reporting of existing and future operations.

THE QUALIFICATIONS

- CIMA or ACA, possibly with MBA, late 20s, with direct experience of a finance function, preferably Head Office. Highly numerate and computer literate.
- Outstanding intellect with aggressive commercial approach to special projects. Analytical by nature, able to deliver detailed financial evaluations of businesses.
- Confident and at ease working with board level management. Excellent presentation skills. Ambitious and energetic with a real interest in being close to decision makers.

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LEADING NEW DEVELOPMENTS ACROSS THE SOUTH OF ENGLAND. Customer Service Manager

Circa £40k + bonus + car + benefits

Solent Division - Portsmouth

Southern Electric has established a strong reputation for customer service. Now keen to further develop this field of our work, we are strengthening both our teams and commitment throughout the region.

As part of this drive, we are now looking for a Customer Service Manager to provide leadership and direction to a large team in the Solent Division, a significant business in its own right which serves 365,000 customers in West Sussex, SE Hampshire and the Isle of Wight.

Reporting directly to the Divisional Manager, the brief of the Customer Service Manager will be to develop all aspects of customer service - a challenging role in which you'll lead a team of over 200 people responsible for customer relations, credit control and meter readings.

Liaising closely with press, staff and customers, this calls for a superb communicator able to plan and organise

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In addition to genuine career scope and opportunity in a fast developing field, we offer an attractive salary, company car and benefits which include relocation where appropriate.

To apply, please send your CV, with a covering letter, to Toria Bennett, Personnel Section, Southern Electric plc, Littlewick Green, nr. Maidenhead, Berkshire SL6 3QB. Tel 0628 584084.

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The company is actively developing a total quality culture and is keen to implement new methods of working which incorporate the philosophy of JIT. Taking responsibility for major change is therefore the challenge of Factory Manager level. With a team of 200, your role will be to lift factory performance to the best international standards.

You must be a skilled manager of people with experience of motivating and coaching others in the

implementation of advanced manufacturing techniques within the clothing and textiles industries. You must also have the ambition and drive to succeed in a firmly market led business.

Please send full personal and career details, including current remuneration level and daytime telephone number, in confidence to Jonica Riches, Coopers & Lybrand Deloitte Executive Resourcing Ltd, Bull Wharf, Redcliff Street, Bristol BS1 4JP quoting Ref JR 472 on both envelope and letter.

Coopers
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Samuel Jones & Co. Limited

SALES & MARKETING DIRECTOR

St Neots, Cambridgeshire

c. £50,000

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The Sales & Marketing Director will be responsible for, and further develop, the activities of the sales and marketing functions based in the UK and across Europe. This is a high profile appointment as a key member of a small, highly-focused management team with clear objectives for the future of the Company.

As an influential manager, your proven track record of achievement will enable you to quickly enhance sales in the short-term, and to develop strategic marketing plans for the medium/long term. The ability to cross business,

cultural and language barriers in the international arena would be an asset.

Experience in self-adhesives, paper and/or paper converting, or printing would be advantageous, although consideration will be given to candidates with an excellent sales and marketing pedigree gained in another industry sector. Broad-based financial and people-management skills are a prerequisite.

If you believe that you have the determination and ability to make a significant contribution to the continued development of Samuel Jones, please submit your career details in strict confidence to our advising consultant, Robin Nye (Ref. 1482), Hawkins Wright Thompson, Compton House, Selsdon Road, South Croydon, Surrey CR2 6PA (Fax: 081-680 9773).

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The strategist would be part of a strong strategy group in London and also be able to draw upon state-of-the-art techniques developed by colleagues in the company's New York head office.

The opportunity calls for multiple skills - analytical, mathematical, computing and interpersonal. A good first degree with a high mathematical content is essential. A higher degree or relevant experience would be an advantage. Strong 'C' programming skills are also needed.

A very attractive remuneration package will be offered and the successful candidate will have excellent career prospects.

In the first instance interested individuals should contact Karen Gay on 071 831 2000, or submit a full curriculum vitae with current salary details to her at Michael Page Technology, Page House, 39-41 Parker Street, London WC2B 5LH. Fax number: 071 831 6293. All applications will be treated in strictest confidence.

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DIRECTOR GENERAL OF TELECOMMUNICATIONS

salary circa £70k

The Secretary of State for Trade and Industry wishes to attract candidates of exceptional calibre to the position of Director General of Telecommunications, in succession to Sir Bryan Carsberg whose appointment ends in June 1992.

The Director General is charged under the Telecommunications Act 1984 with ensuring that telecommunications services are provided within the United Kingdom to meet all reasonable demands and with a range of other duties, notably encouraging competition and promoting the interests of consumers. The Citizen's Charter initiative will increase the Director General's responsibilities in relation to consumers. He or she heads an independent London-based department, OFTEL, with some 150 staff and a budget of £7.4m.

This position is one of high national and international profile, demanding credibility in addressing complex issues involving economics (including issues of competition), accountancy, advanced technology, the management of business (especially with international and capital-intensive characteristics) and the fair treatment of consumers.

Appointment is likely initially to be for a term of 4 or 5 years. Salary will be negotiable in the region of £70,000.

Confidential nominations, and self-nominations in the form of cv's, should be sent in strict confidence to the Secretary of State's advisors on this appointment, Stephen Bampfylde and Douglas Board, at: SEXTON BAMPFYLDE INTERNATIONAL plc, 35 Old Queen Street, London SW1H 9JA. (Tel: 071-799 1433, fax: 071-222 0489). These must be received not later than 19 February 1992.

dti

the department for Enterprise

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For the bank, it is a hugely significant investment with massive long-term pay-back. That's why it has been given a multi-million pound budget, a carefully planned timetable and requires the highest quality standards.

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To qualify you'll need to demonstrate some of these skills and attributes:

PC DEVELOPMENT

- ☐ PC development languages, ideally C++, C or Visual Basic.
- ☐ Object-oriented development and prototyping.
- ☐ Networks, client server architecture, Tandem, Windows.
- ☐ SQL.

IBM MAINFRAME DEVELOPMENT LONDON ONLY

- ☐ MVS, COBOL, Relational Databases (SQL, SUPRA).
- ☐ EFTPOS systems.

For the senior positions, a consistent track record of project management or leadership is essential along with a graduate-calibre intellect. In addition to the salaries quoted the packages attract a company car for the senior positions, low rate mortgage, personal loan facilities, profit share and annual bonus. Relocation assistance may be available where appropriate.

Informal Interviews

Week commencing Feb. 17th
London & Manchester

If you think you have the skills and experience for the challenge, you're just a phone-call away from an interview appointment. Please call our consultant Richard Bulgin on 071-253 7172 during office hours, or on 0836 219419 evenings and weekends. Alternatively send your cv, quoting ref 448, to him at JM Management Services Limited, Chandos House, 12-14 Berry Street, London EC1V 0AQ, Fax: 071-253 0420.

JM MANAGEMENT SERVICES

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You will demonstrate proven managerial and communication skills. Excellent planning and organisational skills are essential. The ability to monitor and control the performance of your Section through the understanding and interpretation of statistical information is also essential. Particularly important is your proven ability of identifying opportunities and introducing change. Full training will be given in the technical aspects over an extended period.

Ideally you should be qualified to degree level and looking to progress your career in a service environment committed to total quality.

If you can meet a challenge and are committed to total quality, please send a CV with a covering letter demonstrating your personal achievements to: Personnel & Training Department, Legal Aid Board, Greencroft House, 12 Roger Street, London WC1N 2JL by 21st February. Please state which post you are interested in, quoting ref LAB/10 or LAB/11.

BBC BBC BBC

Head of Personnel

BBC South

The BBC is currently forming a new South region. Stretching from Cornwall to the Thames Estuary, the region centred in Bristol, employs 1,600 people, has a budget in excess of £60 million and is responsible for all BBC Network, Regional and Local Radio and Television produced in the area. It includes the well-known Natural History Unit.

The Head of Broadcasting BBC South, John Shearer, is now looking for a senior professional to join the region's top management team.

The task will be to develop a human resources strategy to enable the region to pursue the BBC's culture of excellence. The development of both staff and management is seen as essential to the achievement of fine programme making and successful business strategies. You will, therefore, have a prime responsibility for advising senior managers on staff career development, appraisal and training, the conduct of industrial relations, the implementation of the BBC's equal opportunities policy, and the negotiation of contracts.

You will be the line manager for the Personnel and Contracts departments in Bristol, and have professional responsibility for all Personnel Officers in BBC South, and for liaison and communication with the Chief Personnel Officer, Regional Broadcasting.

To do all this you will need to have worked successfully at a senior level in the human resources field, and be able to show an understanding of the principles underlying BBC policies in that area. You will be a good negotiator with industrial relations experience, and, above all, a leader able to gain the trust of a team, and the co-operation of fellow managers.

Salary according to qualifications and experience. Benefits include a car and private health care. Based Bristol.

For an application form contact (quote ref. 9418/SM) Helen Griffiths, Chief Personnel Officer Regional Broadcasting, BBC, Room 5260, White City, 201 Wood Lane, London W12 7TS. Tel. 081-752 4013.

Application forms to be returned by February 17th.

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Challenging 'hands-on' appointment with opportunity to provide a comprehensive personnel service to a worldwide group of 400 staff

CJRA HEAD OF GROUP PERSONNEL

CITY

£50,000-£60,000 + bonus + share ownership + car

LEADING FINANCIAL SERVICES GROUP

We invite applications from graduates, or equivalent, IPM qualified, aged 35-50, who must have had extensive experience in all areas of personnel and training management in the financial services industry, at least 4 years of which will have been gained at a senior level with exposure to worldwide personnel management matters. Reporting to a Group Deputy Chairman, the selected candidate will be responsible for managing the Personnel Division in London to provide a high quality service for recruitment, training, career and manpower planning and compensation matters including devising and implementing further computerised personnel systems and databases. There will also be functional responsibility for personnel in other group offices worldwide. The close monitoring of comparative salaries, benefits and conditions internally and externally will be a key activity. Experience of implementing Total Quality Management techniques is highly desirable. Salary negotiable £50,000-£60,000 + bonus based on personal and group performance + share ownership scheme + car, contributory pension, free life assurance, free family health cover. Applications in strict confidence, including a current photograph and quoting reference HGP2417/IST will be forwarded to our client. If there are any companies to whom you do not wish your application to be sent, these should be listed in a covering letter and the envelope marked for the attention of The Security Manager: CJRA.

CAMPBELL-JOHNSTON ASSOCIATES (MANAGEMENT RECRUITMENT CONSULTANTS) LIMITED, 3 LONDON WALL BUILDINGS, LONDON WALL, LONDON EC2M 5PJ. TELEPHONE: 071-588 3588 or 071-588 3576. TELEFAX: 887374. FAX: 071-256 8501.

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You will take complete responsibility for the UK Professional Services business and have a high degree of autonomy to take the operation through rapid growth. Exceptionally high standards of client service must be maintained whilst innovative new approaches are sought.

Your industry background, proven skills in man/project management and business

development, and strong financial and commercial awareness will be critical to your success. A knowledge of relational database/client-server technology and the ability to clearly present technical solutions will be a significant asset.

You may have spent a large part of your career with a major management consultancy or a quality-orientated software organisation. You are now ready for greater responsibility and personal challenge.

In return you will receive a highly competitive salary package including bonus share options, company car and other executive benefits.

To apply, call our advising consultant Mark Hennessy of Orion Redbrick on 0734 753535 today between 11am and 3pm or during business

hours. Alternatively, write to him at Orion House, 4 Danehill, Lower Earley, Reading, Berks, RG6 4UT.

Orion
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EXECUTIVE OPPORTUNITIES

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A year of hell for some. A hell of a year for Sequent.

Sequent is a company that many influential people in the technology hold a one or two year lead over the rest of the market. Nor it seems would those companies migrating from mainframes to UNIX based OLTP and RDBMS systems, who in 1991 chose Sequent with such consistency that UK sales rose by 36%.

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- Sequent is the market leader in systems sales between \$100k and \$1 million, with a 23% market share.
- 60 new names became customers.
- Symmetry 2000 was chosen as the

development and reference platform for OSF/1, which complements our selection by UNIX Systems Laboratories as the development platform for UNIX V Rel 4 ES/MP.

- It is the first true "open mainframe" offering a 50% performance advantage over other UNIX based superminis and a seven to ten times better price/performance ratio than comparable mainframes.

We are looking for the best talent our market contains.

Systems Sales Professionals

With 5 year's new business experience in VAR, commercial, government, finance. London/Manchester based.

Pre-Sales Support Consultants

Who combine in-depth UNIX technical flair with astuteness, to define and present open system solutions.

Post-Sales Support Specialists

We are looking for people at a number of levels, who combine in-depth technical expertise in large UNIX multi-user platforms, with outstanding customer support skills. Positions cover the areas of hardware support, software product support, project management and consultancy.

For all these opportunities, rewards and prospects reflect the calibre of the people we expect to fill them.

For further information about Sequent and the future we offer, forward your CV to Christine Gladen at Sequent Computer Systems Ltd., Weybridge Business Park, Addlestone Road, Weybridge, Surrey KT15 2UR. Tel. 0932 859833



SEQUENT

AN ENVIRONMENT THAT'S AS CREATIVE AS YOU ARE

MANAGER OF RECOGNITION AND REWARD

WEST YORKSHIRE - C £35K + BENEFITS



At N&P, we have identified the special qualities and characteristics that comprise our unique teams. This enables us to put our finger on how to achieve all the commercial and quality objectives on our Agenda.

It also enables our managers to consistently provide a high level of quality and creative thinking. They focus clearly on business objectives within our company as a whole, and they share our philosophy of management. It is, in fact, our blueprint for success.

As Manager of Recognition and Reward in a competency based environment, you will be responsible for developing our approach to performance orientated recognition and reward. Your creative application of knowledge will be channelled towards implementing flexible, creative solutions that meet the needs of our people and the business.

With broad HR experience focused on recognition and reward, gained in a dynamic blue chip environment, you'll have a working knowledge of flexible contracts, incentive schemes, performance related reward and the design of packages.

A strong team player, your contribution will impact upon our overall performance, so it is essential that your skills cover a broad spectrum.

Computer literacy, flexibility, a well organised approach and excellent communication skills, are of course, essential. You should also be a clear conceptual thinker who can successfully manage the complexities of change.

The competitive salary will reflect both your own and your team's achievements and is supported by a first class benefits package which includes an immediate concessionary mortgage, car scheme, performance related pay, BUPA, optional contributory pension scheme and relocation assistance where appropriate.

Please write with full career details to the consultant advising us on this assignment: Clive Hill, The Ryedale Group, Hunter House, 57 Goodramgate, York YO1 2LS.

The Society is an Equal Opportunities Employer.



Business Managers

An International Telecommunications Operator is developing options for expansion of its business in Europe.

As a Business Development Manager you will be responsible for identifying and developing new telecommunication business opportunities and steering them through to completion.

Reporting to the Managing Director Europe you will have a minimum of 5 years experience in telecommunications with a background in sales, marketing and licensing agreements. Management of Joint Venture projects and a sound financial understanding of how a business works will be advantageous. An appreciation of current telecommunication networks and technologies and an awareness of legislation and regulation requirements in Central and Eastern Europe would be useful.

Ideally a graduate, with the ability to speak at least one other European language, you will be highly mobile and feel comfortable at board level presenting a credible and professional image with excellent interpersonal and administrative skills, combining a proven track record with an entrepreneurial approach to business.

For an appointment specification and details of this outstanding career opportunity please contact Robert Geary at TRG McKendrick, 21 Lovat Lane, London EC3R 8EB. Telephone 071 283 6794.

International
Telecommunications

EC Capital

Excellent Package

TRG
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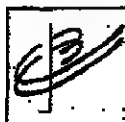


"I wanted an environment where I could control my own success" - Simon Hayward

"I was a successful divisional Managing Director with a large telecoms distributor, but had always wanted to build my own consultancy business to widen my base of skills and experience by working with different clients in varied market sectors. Since joining The Centre for Consultancy 12 months ago, I have generated earnings in excess of £120k and I am rapidly achieving my business and career objectives."

As well as Simon we have success stories of people joining from Corporate Consultancies and those already running their own Consultancy business.

If you have experience in the areas of strategy, quality, people or change, and wish to share the risks and rewards of your own consultancy practice, contact one of our Regional Centres for an informal discussion to see if you can repeat Simon's experience.



THE CENTRE FOR CONSULTANCY plc
12-14 Cloisters House, 8 Battersea Park Road,
London SW8 4BH. Tel: 071-627 2123

HERTS 0923 859595 • KENT 0622 692 919 • LEEDS 0423 531014 •
LEICESTER 0533 785708 • LONDON 071-627 2123 •
MANCHESTER 061-876 5050 • OXFORD/BERKS 0865 742 944 •
SURREY 0483 898 888 • WEST MIDLANDS 0386 792 646 •

MANAGER EDUCATION BUSINESS PARTNERSHIP - CLWYD

Salary - C£35K plus car

Clwyd Education Authority, and the two North Wales TECs, TARGED and Training & Enterprise have successfully bid to the Department of Employment to establish an Education Business Partnership (EBP).

The EBP will initiate and monitor strategy to ensure that all the educational and training resources in Clwyd are best utilised for the needs of the area. The Manager of the EBP will develop a research and information support infrastructure for partnership activities and be responsible for leading this development by working closely with senior representatives of the business and educational worlds.

The successful applicant will be expected to have:

- experience at senior level in industry/commerce and/or education with a working knowledge of education industry links, together with
- an understanding of and the enthusiasm for the vision, purpose and objectives of education business partnerships.

This is a challenging position which will require good management, interpersonal and communication skills.

Please send a full CV in confidence to:

Brian Bamber
Lea-hurst Management Services
2 Foster Road
WREXHAM
Clwyd LL11 2LT

The closing date is 21/2/92 and all selected for interview will be sent full particulars.



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LIFE, YOU CAN
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YOU EARN.

£15,000 PA..... ☐ TICK ☐ BOX

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£50,000 PA..... ☐ TICK ☐ BOX

£100,000 PA .. ☐ TICK ☐ BOX

If you have the ability to communicate with people, there's nothing to stop you getting to the top at Barclays Life.

Right now, we need a lot more sales professionals to market our pensions, savings and investment plans. Could you be one of the people we're looking for?

Rest assured there'll be comprehensive training. In a relatively short time you will become familiar with the fundamentals of selling, interview techniques and communication skills. You will learn all about pensions, life assurance, investments, unit trusts and the wide range of products that are available from Barclays Life.

When you join, you will be attached to one of our branches and have access to a large customer base and the backing of the Barclays name. Nevertheless you will also be fully prepared to develop your own contacts independently.

Further support comes from our Marketing Department which constantly runs advertising campaigns to promote the products you will be selling.

Naturally, you will be expected to maintain our high standards of customer care, professionalism and ethical conduct.

So if you think you've got what it takes, can drive and have the use of a car, call us on 0800 385 388 and quote reference number T12J062. We'll then arrange for you to attend a seminar.

Barclays Life is an equal opportunities employer.

BARCLAYS
YOU'RE BETTER OFF WORKING
AT BARCLAYS LIFE

An Opportunity in a Dynamic New Business

Personnel Manager c.£40K

Following the restructuring of the Company and the creation of separate Businesses, the Generation Wholesale Division is establishing an organisation best suited to meet the new Business environment. An opportunity now exists for an enthusiastic qualified Personnel Manager to formulate and drive the Personnel strategy within the Generation Wholesale Business which currently employs over 1800 staff at its Power Stations and other locations throughout Central Scotland.

This challenging post will provide scope for the introduction of progressive personnel policies to improve productivity, cost effectiveness and job satisfaction of staff at all levels of the Division. You will also be responsible for recruitment and career development of staff, vital to the growth and future profitability of the Business.

You should have first class interpersonal and presentation skills and preferably have experience of a multi-site, multi-discipline organisation. In addition, you must be able to motivate staff, work on your own initiative and be keen to introduce and implement change and continuous improvement in this challenging and dynamic business.

As well as job-enrichment, the benefits package includes car, contributory pension, bonus opportunities and relocation assistance where appropriate.

Applicants should write, quoting reference number G5/92 and enclose a full CV to, The Managing Director, Generation Wholesale Division, Scottish Power plc, Cathcart House, Spean Street, Glasgow G44 4BE not later than 17 February 1992.



ScottishPower

071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

whiteheadselection

Merchandise Controller

London

to £50,000 + car + benefits

One of the most famous branded retailers of women's clothing, operating in the UK, USA, Europe and Far East, is seeking to appoint a Merchandise Controller.

The company is currently reorganising to enable further growth in market share and to enhance its brand identity. As part of this, a centralised merchandising function has been created.

To control and manage merchandising activities across all major international markets, this new role will demand extensive experience of range planning and forecasting as well as contribution to the development of stock allocation and replenishment policies. Practical experience of using sophisticated computer systems for budgeting and inventory control is essential. International experience, in particular of the USA, would be ideal.

Candidates will have a high level of confidence, drive and tenacity. Team building skills, the ability to work with peers and to develop the skillbase of those reporting in, are vital in this high profile role. Extensive international travelling is anticipated. (Ref 537)

Please write with CV to Sally Quinn, Whitehead Selection Ltd, 43 Welbeck Street, London W1M 7HF. A Whitehead Mann Group PLC Company.

whiteheadselection

whiteheadselection

Head of Buildings and Engineering Services

A leading project management role

Bucks

to £45,000 + car + benefits

This £550m distribution company employs 13,000 people and operates from over 240 sites throughout the UK. As part of a major drive to improve efficiency, it is about to embark on a substantial capital expenditure programme and reorganisation of its multi-skilled, field based maintenance team.

This new role, which reports to the Board, carries responsibility for overseeing this programme, for ensuring projects are delivered to time and to budget, and for the efficient integration and management of the maintenance function.

Aged 35-48 and probably educated to HND level in an engineering based discipline, you will have proven experience of managing c£10m+ building projects and of controlling architects and contractors, ideally gained within a major construction company or a similar multi-site, service driven organisation. As well as having the presence and diplomatic skills to win the confidence and respect of your 'internal customers', your leadership and motivational qualities will be self-evident. A passion for quality of service and a desire to be an active team member is also essential.

The remuneration package includes a high base salary, performance related bonus scheme and relocation assistance where necessary. (Ref 536)

Please write with CV to James Thorne, Whitehead Selection Ltd, 43 Welbeck Street, London W1M 7HF. A Whitehead Mann Group PLC Company.

whiteheadselection

ODA has provided support to the Zimbabwe Ministry of Health since 1987 and, following a review in September 1990, it was agreed that further assistance would be provided to strengthen health management. These two important posts are part of that process.

Financial Planning and Management Adviser

Your objectives will be to improve financial management overall and specifically to lead the implementation of financial management reforms following the World Bank's 1989 report: 'Issues in the financing of health services'. In addition, you will help provide Heads of Departments, provincial and District Managers with the improved capacity to plan, manage and allocate resources, carry out cost analysis and maintain budgetary discipline. A key part of your role will be to establish strong links with the Department of Health Services' Planning and Management Team and the Health Management Adviser to ensure all policy, planning, implementation, evaluation and training in economics/finance/financing are integrated with other developments in health management.

Health Management Adviser

You will support the Top Management Team of the Ministry of Health in producing annual management plans, a five year strategic plan to implement agreed priorities and undertaking regular reviews and detailed revisions of these plans. The development of skills and procedures, primarily at the four central hospitals, for improved planning, ordering, procurement, storage, distribution and disposal of supplies and equipment also falls within your brief. This will be achieved through the extension and development of management training and the improvement of the scope and quality of the Management Information System.

QUALIFICATIONS

For both posts, applicants should be European Community nationals, proficient in English. The Financial Planning and Management Adviser will possess a postgraduate qualification and experience in health economics or a related field. The Health Management Adviser will have extensive senior experience in Health Sector Management and a management related postgraduate qualification. Both posts require at least five years' developing country experience and you will need a sound understanding of the socio-economic, cultural, political, organisational and resource context within which the health sector functions in developing countries; the ability to adopt a process approach; and an understanding of the organisation and management of health services in the UK.

TERMS OF APPOINTMENTS

You will be on contract to the British Government for 3 years, on loan to the Government of Zimbabwe. Salary (UK taxable) will be approximately £40,100 p.a. for both posts. Additional benefits will normally include variable tax-free allowances, children's education allowances, free accommodation and passages and fare-paid leave.

Closing date for receipt of completed applications is 28 February, 1992. For further details and application form, please write to Appointments Officer, Ref No AH364/CC/ST, Abercrombie House, Eaglesham Road, East Kilbride, Glasgow G75 8EA, or telephone 0355 843534.

ODA is committed to a policy of equal opportunities and applications for these posts are sought from both men and women.

ODA

OVERSEAS
DEVELOPMENT
ADMINISTRATION
BRITAIN HELPING NATIONS TO HELP THEMSELVES

BBC ENTERPRISES

Director of Resources

BBC Enterprises is the commercial arm of the BBC, charged with the sale and licensing of BBC programmes and programme-related products, both in the UK and overseas. Its divisions include BBC Magazines (publisher of the Radio Times) as well as BBC Video, BBC Books and Programme Sales and Co-Productions.

The Company is seeking a main Board Director with responsibility for the service operations of the Company and its subsidiaries.

This is a challenging position with wide ranging responsibilities which encompass the role of Company Secretary, and line management responsibility for legal and contract staff. A further crucial aspect will be responsibility for the Company's Human Resources policy, including the definition and development of policies and initiatives which will enable the Company to maximise the contribution made by its staff and the success of its businesses.

BBC Enterprises is housed in a modern head office development in West London, and the Director will have overall responsibility for ensuring that site services and facilities provided to the Company are cost effective and meet the needs of a fast-moving commercial operation, as well as ensuring that proper attention is given to the importance of Health and Safety issues and concerns.

Candidates must be able to demonstrate substantial high level, all round management experience in a commercial environment; a background in publishing and/or marketing industries would be useful. Evidence of the development and implementation of creative and successful Human Resources policies within the context of a continually changing set of business challenges would be an advantage.

Please write, in the first instance, enclosing a detailed C.V. to John Keeble (Director of Business Administration), BBC Enterprises, Woodlands, 80 Wood Lane, London W12 0TT to arrive by February 17th.

WORKING FOR EQUALITY OF OPPORTUNITY

SHELL INTERNATIONAL PETROLEUM COMPANY LTD

Oil Industry Professionals
A High Profile International Career

One of the largest groups of companies in the world, and by far the largest operator of the major international oil companies, Shell's name is synonymous with quality, excellence and innovation.

The continued expansion of worldwide activities, particularly in low cost areas outside the North Sea, has created a number of exciting and challenging positions for experienced oil industry professionals. Opportunities exist for candidates with experience in reservoir/petroleum engineering and production geology/seismology, and engineers with a process, facilities, marine technology or pipelines background.

Your ideas and achievements will be quickly appreciated as a result of working in a small team in one of Shell's many operating companies around the world. You will rapidly assimilate the organisation's culture and practices and be expected to make an early contribution to the Group's success. Last year through a similar recruitment campaign, international careers were launched, commencing with operating companies in locations such as New Zealand, Egypt, Thailand, Norway, Syria, Oman and Brunei. Here decisions are made by local management and you will have significant opportunity to increase and broaden your technical, commercial and supervisory experience, providing a sound base for career development to more senior positions as Technical Manager or General Manager of an operating company.

You are internationally mobile, have a good engineering or science degree and preferably at least 3 years' relevant oil industry experience in either another oil company or the service/contracting sector. You are keen to work in an international environment, with staff of all nationalities, where your technical and personal skills will be of paramount importance.

In maintaining the standards and reputation of the Shell Group, to be successful in such an environment you will need to be adaptable, innovative and highly self motivated.

Petroleum/Reservoir Engineers/
Production Technologists

Working in integrated PE teams and liaising closely with operations and engineering staff, you will be involved in all aspects of field development planning and optimisation.

Production Geologists

You will provide the geological/seismic/sedimentological expertise to field development planning and optimisation as well as input into more regional studies aimed at enhancing the value of the company's subsurface assets.

Engineers

Working closely with petroleum engineers and operations staff, you will be actively involved in both field development planning and optimisation as well as contract/project management in the execution phase of projects.

You will command an attractive expatriate salary which will reflect your high calibre and experience. Additionally, you will enjoy a comprehensive overseas benefits package for you and your family.

In complete confidence, please ring or write with CV to: Diana Scott, Simpson Crowden Consultants Limited, 97/99 Park Street, London W1Y 3HA. Telephone: 071-629 8888.



Royal Dutch/Shell Group

CAREERS OF CONSEQUENCE

Management Information Services Professionals

As one of the world's leading consumer marketing companies, Kimberly-Clark, with high profile brands such as Kleenex® tissues, has an enviable position in European consumer and industrial markets.

Already well-established across Europe, the company operates out of a number of key locations in the U.K., France, Germany and Holland. We now have ambitious expansion plans, aimed at being a multi-billion dollar business by the end of the decade.

Management Information Services are vital to the success of our expansion programme, and we've already devised an Information Strategy & Plan and organisational concept for Europe. This includes new European systems for Customer Service, Supply Chain Management and Management Information, and the development of our Business Communication Services.

As a result, we need experienced MIS professionals to further strengthen our teams. Working with SAP software, MVS mainframes and world-wide integrated PC and mainframe networks, we have the following opportunities:-

MANAGER, EUROPEAN DEVELOPMENT
COMPETENCE CENTRE,
MANUFACTURING

- Koblenz, Germany

MANAGER, APPLICATION TECHNOLOGY
(SAP AND BUSINESS COMMUNICATION)

- Koblenz, Germany

REGIONAL MANAGER,
MANAGEMENT INFORMATION SERVICES

- Paris, France

BUSINESS COMMUNICATIONS
CO-ORDINATOR, EUROPE
(Personal Computing and Office Networks)

- Koblenz, Germany

DEVELOPMENT PROFESSIONALS FOR OUR
DEVELOPMENT COMPETENCE
CENTRES: CUSTOMER SERVICE,
MANUFACTURING AND MANAGEMENT
INFORMATION

- Larkfield (Kent), U.K.
- Veenendaal, Netherlands
- Koblenz, Germany

We work in project teams representing all the functional skills required for success.

Valid candidates are likely to have a degree in Computer Science, Economics, Finance, Business Administration or Engineering, and should have a minimum of 3 years' relevant job experience, ideally gained in an international business environment. You must possess excellent communication skills, along with strong analytical and creative abilities. As a native speaker of one of our "core country" languages, you will have a good command of English. In addition, you should have a positive attitude toward frequent European travel.

If you are interested in a career within a growing and demanding European business organisation, please write in English (indicating the position you are interested in), with full career and remuneration details to: Mervyn Cooper, Human Resources Adviser, Kimberly-Clark Limited, Larkfield, Aylesford, Kent ME20 7PS, U.K.

* Registered trademark of the Kimberly-Clark Corporation. Kimberly-Clark is an equal opportunity employer.



Kimberly-Clark

Exciting Opportunity in Data
Communication Sales

OTE c £55K (High Basic + Car + Unlimited Commission)

Maxim Networks, subsidiary of international networking manufacturer OST, requires senior sales professionals in the South East.

Our WAN products cover: X.25, Bridges/Routers, ISDN and Frame Relay. Candidates with a clear technical understanding of these technologies and a proven track record in selling into the private and public sectors should apply in writing to: Maxim Networks Ltd, 305 Worle Parkway, Weston-super-Mare, Avon BS22 0WA.

NO FAXES

NO AGENCIES



£70K+
£60K+
£50K+
£40K+
£30K+
£20K+

DIRECTORS/MANAGERS

UNEMPLOYED: EX. PAT: CAREER RUT: RECESSION HIT

You need a new position:-

With hundreds of applicants applying for each advertised position, how can an individual compete in the marketplace?

Fletcher Hunt are not an agency, but a specialist team established to help individuals seeking fast career change to find the right position quickly and professionally, normally within the unadvertised market. Consultancy is sometimes available to our unemployed clients.

Fletcher Hunt plc.

CAREER CONSULTANTS

Phone Richard Holman
on 071-436 8886

58 Devonshire Street, London W1N 1LT

London 071-436 8886
North West 0942-825280
Norwich 0603-620054
Yorkshire 0422-885353

Rugby 0788-548637
Dublin 858 889
Hemel Hempstead 0494-224 1010
Bristol 0273-308024

Southampton 0703-767338
Scotland 0738-441327
Hong Kong

071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

HEAD OF DEVELOPMENT & COMMUNICATIONS

A NEW DIVISION...

A NEW DIRECTION...

A NEW DYNAMIC ROLE IN MARKETING.

Prudential Life and Pensions is a newly formed, major division of the Prudential Corporation. Based in Reading, it brings together substantial expertise in life and pensions product development, marketing and support for the IFA, individual and corporate markets.

Major developments taking place within the Company are set to further expand its position within the market. This role will be pivotal in ensuring the success of these developments in driving our business forward.

Spearheading a team of product development and communications professionals you will be responsible for identifying new market opportunities and for organising the development and promotion of exceptionally well packaged products from concept through to launch and ongoing support. This will require liaison with specialists at many levels throughout the Corporation. Communication is a crucial part of our product and business strategy. Therefore you will also become the in-house authority for delivering quality communications for both internal and external consumption.

Our need is for a senior marketing professional with a successful track record in a 'blue-chip' financial services environment. You must have a comprehensive understanding of product development techniques and experience of implementing a total communications strategy. Most importantly, you will have proven leadership abilities and a reputation for delivering results.

The remuneration package will fully reflect the importance of this senior management position. Salary will be up to £50,000 plus quality

company car and valuable financial sector benefits including low interest mortgage and non-contributory pension. Career prospects within this division and throughout Prudential Corporation are exceptional.

If you have the innovative flair to break new ground in financial services, please send your full c.v. to:

Rosanne Cole, Personnel Manager, Prudential Life and Pensions, Abbey Gardens, 55 Kings Road, Reading, Berkshire RG1 3AH.

PRUDENTIAL
Life & Pensions

With parcels, we deliver to
all four corners of the globe.

Business Development

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DHL's credentials in international air express need little introduction. Now, committed to extending these credentials into logistics solutions, we are looking for key individuals to develop innovative and market-led solutions, which will be crucial in creating further growth in an already successful company. Our commitment to this area is total. If you can match this with expertise and experience, you'll find yourself fully involved in the development of this major business venture. These are both senior roles within a new and expanding team. Both require front-line involvement with clients and new business. And both offer exceptional career potential.

LOGISTICS MANAGER
c £27,000 + car + benefits

Exercising your knowledge of JIT and other specialist distribution skills to the full, you will be responsible for providing professional logistics support in areas as diverse as inventory management and warehouse design and management. To do so, you'll need significant and relevant experience within this field.

SYSTEMS MANAGER
c £27,000 + car + benefits

Providing professional, commercially-orientated MIS support to our entire logistics operation, you should possess the ability to identify, resource and deliver effective MIS applications across all our warehouse and distribution activities.

These posts offer exceptional career potential in a new business initiative, together with excellent career prospects and a fully comprehensive range of benefits. To apply, please write with CV to Ann Crawford, Recruitment Manager, DHL International (UK) Ltd, Orbital Park, 178/188 Great South West Road, Hounslow, Middx TW4 6LS. Tel 081 890 9393 ext 3057.

y intend to corner the market.



VAR Sales

M4 CORRIDOR • ON TARGET PACKAGES TO £50K WITH NO UPPER LIMIT

We are a well established, International company with a leading position in the Information Processing marketplace, which is verified by the outstanding reputation that we have for the quality of our products, services and our commitment to developing our people.

Our broad range of products can be found in many customer organisations, from the smallest service company to the very largest multinational, in all industry sectors. Our direct sales strategy focuses on the larger customers and through our existing Value-Added-Resellers we achieve the broadest possible market penetration.

A new and exciting market opportunity has now been made possible with the development of a unique product which addresses the needs of customers by delivering high volume and high quality solutions very cost effectively.

The flexible design facilitates simple integration within the IBM Mid-Range, DEC, HP and UNIX systems environments.

The need now exists to recruit a new Sales Team that will turn our plans into reality. To qualify you must be a successful, high energy sales professional with a track record of achieving targets gained through relevant experience selling to VARs.

The Team Leader position asks for specific knowledge of the IBM-Mid Range marketplace and the leadership qualities to sell via VARs and Systems Integrators new business, manage major accounts and focus a select sales team at the same time.

In the first instance, call Jane Collis today (Sunday) on 0276-856318 between 10.30 am and 2.30 pm, or during office hours on 0734-771100. Alternatively fax or post your CV to Jane at CTA as detailed below, quoting Ref. JC0790.



Cathy Tracey & Associates Ltd.
Staverton House, 3-5 Easthampstead Road, Wokingham
Berkshire, RG11 2EH. Tel: 0734 771100 Fax: 0734 771223

A Passage to India

Our client is a successful medium sized international health care group which possesses an enviable reputation for research driven innovation and powerful sales and marketing achievement.

They are currently forging a substantial joint venture with a rapidly growing medium sized Indian pharmaceutical company. This combined operation will be based in New Delhi, thus giving our client a firm base from which to develop their business in one of the highest potential and fastest growing pharmaceutical markets in the world.

An operation such as this requires a professional and inspired sales and marketing approach to capitalise on the exciting opportunities which lie ahead. Our client is therefore offering the unique opportunity to make a profound impact on the future direction and progress of this exciting company by appointing a:

Sales and Marketing Director
Pharmaceuticals
India

The person appointed will be one of just two senior executives reporting to the Chairman, and will take responsibility for all strategic and tactical aspects of sales, marketing and medical affairs. The core of the job is

leading, controlling, motivating and developing a group of managers and the considerable resources at their disposal, not the least of which is two sales forces totalling 400 people.

The successful candidate is unlikely to be less than 35, and will possess a strong track record in ethical sales with solid marketing experience at least at Group Product Manager level, but preferably beyond. Field sales experience at least to Regional Sales Manager level will also be sought. Our client will particularly look for firm evidence of a major contribution to strategy and tactics that moved products forward in the market place. Experience in overseas management is highly desirable but not essential.

Personal qualities must include a pioneering spirit, robust leadership, creativity and innovativeness, coupled with a relish for challenge. Because of the key nature of this position, particular emphasis will also be placed on business and commercial acumen, financial awareness and a high level of numeracy.

In return, our client will offer a highly competitive appropriately structured expatriate package, together with all the local benefits commensurate with such a position. A performance related bonus will be a significant feature of the remuneration.

Apply now in strictest confidence with full career and personal details to Andrew Hatch, Senior Consultant, Austin Knight Recruitment, Knightway House, 20 Soho Square, London W1A 1DS or send a fax on 071-439 5744.

Applications will be forwarded to our Client, so please specify any pharmaceutical companies to which you would not wish your application submitted. Please quote Ref A160.

Austin Knight

GROUP HUMAN RESOURCES ADVISER

■ This is a challenging new appointment, right at the heart of a highly successful, £400m+ Plc. The group consists of several largely autonomous business divisions, operating in a variety of international markets.

■ The main objective of the role is to assist the Divisional Directors to improve the quality of their managerial resources. As such, there is a strong emphasis on performance appraisal, management development and training. However, you will also be expected to make a major contribution to a number of other HR issues, including TQM, helping to shape policy and ensuring 'best practice' across the group.

■ You will probably be in your late 30's or early 40's, a graduate, and have several years' senior level HR experience either in a sizeable, progressive company or a major HR consultancy. You must have a thorough knowledge of management development and training, as well as proven experience throughout the function. Experience of international operations or of the process sector would be particularly useful. However, most importantly, you must have the skills and personal qualities to work effectively at senior level, on your own and without executive authority, achieving success through influence and persuasion.

■ Please send a comprehensive CV, quoting current salary and ref 3684 to Ross Monro, Regency Court, 62-66 Deansgate, Manchester M3 2EN (061 832 0033). All replies will be treated in strict confidence.

A founder member of **INTERSEARCH** Europe, N. America, Australia
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LEEDS · LONDON · MANCHESTER

Chemicals

Yorkshire

c.£40,000
Car, Benefits

THEAKER
MONRO
NEWMAN

RECRUITMENT & PERSONNEL
CONSULTANTS

Enterprise Oil

Manage Trading Projects

Enterprise Oil plc is one of Britain's leading independent oil companies with a market capitalisation of around £2 billion. It has a considerable domestic and international portfolio including interests in sixteen producing oil fields, twelve active development projects and others which are rapidly moving into the development phase.

Overseas offices are well established in Norway, Italy, Indonesia and Vietnam. In addition, the company has recently opened offices in Australia and Cambodia and has growing interests in several other countries.

The company's production levels of crude oil have increased considerably with this on-going expansion and, as a result, this new position has been created within the Marketing Department.

Reporting to the Marketing Manager, you will be a key member of the Marketing team which has overall responsibility for all aspects of North Sea and overseas crude oil and LPG disposal, downstream of the point of delivery into storage.

You will be specifically responsible for the negotiation of all lifting agreements in which Enterprise is involved. You will also provide input on trading, shipping, oil quality and valuation issues such as offshore groundwork in production sharing contracts, joint operating agreements, transportation contracts etc. Overseas travel may well be required and you will frequently represent the company unaccompanied.

A graduate and probably over 35, you have sound experience of negotiating oil lifting or transportation agreements with good knowledge of trading and/or shipping operations. Some refining experience is preferred. High levels of commercial awareness and communication skills are essential.

The position offers an excellent remuneration package with a wide range of benefits, including company car. Relocation assistance will be provided, where required.

In complete confidence, please ring or write with CV to: John Black, Managing Director, Simpson Crowden Consultants Limited, 97/99 Park Street, London W1Y 3HA. Telephone: 071-629 5909.

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EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

Senior Production Engineer

Reading

British Gas continues its transformation from a well established exploration and production company in the United Kingdom to a major presence in the oil and gas industry worldwide.

Current Exploration & Production assets have been valued in excess of £4 billion which include interests in some 20 fields producing in the UKCS and overseas. A further 16 are likely to be brought into production by 1996. Firmly committed to increasing its domestic and international portfolio of operated interests, British Gas Exploration & Production has an unrivalled position from which to effect further expansion.

The Production Engineering Department is responsible for evaluating new field developments and provides comprehensive support to existing production operations. Continued expansion in activities has created this challenging position.

Working on your own initiative or leading a small team, you will complete feasibility studies on potential developments or on modifications to existing offshore production systems frequently to tight, often changing, time-scales and reassessing priorities as operational demands alter.

A graduate and a Chartered Engineer or a Member of the Society of Petroleum Engineers, you have at least seven years' relevant experience, five of which have been gained

in an offshore production engineering environment on field development activities, design of installations or operations on offshore platforms and facilities.

Computer literate and a confident self-starter, you have worked in a multi-disciplinary project team and are able to manage and organise others effectively.

The importance of this position is reflected in the highly competitive package, which includes company profit sharing and share save schemes, company car and a range of other attractive benefits.

You will be based at the EGP Division Headquarters located in prestigious new offices in Reading and generous relocation assistance will be provided where appropriate.

In complete confidence, please ring or write with CV to: John Black, Managing Director, Simpson Crowden Consultants Limited, 97/99 Park Street, London W1Y 3HA. Telephone: 071-629 5909.

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British Gas

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Have you reached the stage in your medical sales career where you want to rank among the very best in your field and do business at the highest level? If so, you should make a move to Roussel. Here we can offer you the challenge of developing our business in the fast-changing hospital market.

In this complex and competitive field, the quality of your sales approach is just as important as the quality of our products. You will establish a rapport with key decision-makers in the hospital team, acting as a trusted adviser whose opinion is valued, not merely on pharmaceutical matters, but also on a broad range of hospital issues.

Your comprehensive business and technical knowledge will be supported by exceptional powers of persuasion. An excellent strategist, you will use your knowledge of hospital practice and procedure to plan and implement a well co-ordinated long-term sales campaign. Meanwhile, your keen negotiating skills will ensure that every deal is closed on highly competitive terms.

To fill these positions, both created by internal promotion, we are looking for people with high aspirations whose achievements will also be recognised and rewarded with superb career development opportunities. To help you on your way you'll be offered expert support and first-class training.

We can offer you an excellent basic salary plus opportunities for commission. Benefits include fully expensed car, free family BUPA and free insurance (life, sickness and accident), and relocation assistance where appropriate. Current positions are available in Lancashire/Cumbria and East Anglia.

Please send a full cv to Angela Hamlin, Roussel Laboratories Limited, Broadwater Park, Denham, Uxbridge, Middlesex UB9 5HP. Telephone: Denham (0895) 834343 ext 4263.

TOWARDS A HEALTHY FUTURE



MANAGING DIRECTOR

SPEARHEAD A MAJOR NEW FORCE IN THE UK FURNITURE INDUSTRY

Substantial package + equity

With a £160m turnover, an enviable profit record, the most modern manufacturing techniques, and the highest-quality mass-market products, the Pariset Group has become France's leading household furniture manufacturer. Through this new appointment and its considerable resources, including its new Dunkerque factory, and by concentrating initially on the sofa and easy chair sector, the Pariset Group intends to achieve a significant share of the UK market.

Granted complete flexibility and autonomy to establish and develop this new venture, you will mastermind each step from:

identifying premises and assembling and launching the right collection, to recruiting staff and establishing logistics and distribution methods.

An experienced furniture professional, you will have a considerable track record in sales and marketing, preferably in the sofa/easy chair sector, an existing range of contacts, plus the all-round administration and financial skills to manage the profitable operation of, ultimately, a large and successful enterprise. A good working knowledge of French is strongly preferred.

To apply, please send a full cv, to Patrick Johnson, Ref: 5605/PJ/ST, PA Consulting Group, 123 Buckingham Palace Road, London SW1W 9SR. Tel: 071-730 9000.

PA Consulting Group
Creating Business Advantage

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HONG KONG AIRPORT RAILWAY CONTRACTS MANAGER ELECTRICAL/MECHANICAL



c.£60,000 + generous international benefits

The 34km Airport Rail Link to serve the new airport is one of the major projects within Hong Kong's Port and Airport Development Strategy. The Mass Transit Railway Corporation is currently in the final stages of negotiations with Hong Kong Government with the intention that detailed design should commence early this year and construction in 1993.

The railway will comprise two very large underground stations and three above-ground stations, all to be integrated with major property developments. Immersed tube, cut and cover and rock tunnels will be required together with track at grade and on elevated structures. New rolling stock, designed for a premium air-passenger service and for a separate mass transit service, will be required.

This key appointment will report to the Commercial/Contracts Manager and be responsible for planning, establishing and implementing contract

services within the electrical and mechanical disciplines. The Contracts Manager (E&M) will lead a team of professional Contract Engineers and Administrators who will play a major role in ensuring the project is completed on time and within budget.

Candidates should have a degree in electrical/mechanical engineering with around 20 years' post-graduation experience, including 12 years in the contracts function. They will currently be working at senior level in the preparation, assessment, award and management of large contracts and in the settlement of claims within large, multidisciplinary projects.

Benefits include housing allowance, provident fund, medical cover, schooling assistance and leave passage. The current rate of income tax in Hong Kong is 15%.

To apply, please send your cv in confidence, to Mike Brown, Ref: 6012/MAB/ST, PA Consulting Group, 123 Buckingham Palace Road, London SW1W 9SR.

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PERSONNEL MANAGER

...implementing strategies for change

Manchester Area

c. £32,000 + car

Our client is the leading trading company within a £multi-billion British Group, with a premier position in the high street retailing sector. The company is undergoing radical cultural and organisational change to ensure delivery of quality and added value in this highly competitive and volatile market place.

This is a rare opportunity for an ambitious personnel professional to contribute to the commercial success of the business against an overall objective of continuous improvement. Leading a team of six, the remit will be to implement human resource strategies to aid the finance and management information systems departments and to devise effective communication processes to support the management of change. This will require the development of close working relationships with the most senior levels of management, including a

Main Board Director. The emphasis will be on resourcing and development of specialist skills and creating a positive employee relations climate. Other priorities include team building, advising on compensation and benefits policies and resolving performance management issues.

Candidates will be graduates, probably aged late 20's/early 30's, with progressive generalist personnel management experience gained within a blue-chip, quality driven organisation. Strong influencing skills, together with the resilience, creativity and intellect to achieve results in a fast-paced environment are essential.

Please reply in confidence giving concise career, personal and salary details and quoting Ref L635.

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London SW1A 1LD

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MEDWAY HEALTH AUTHORITY, KENT

DISTRICT GENERAL MANAGER

(CHIEF EXECUTIVE DESIGNATE - MEDWAY HEALTHCARE TRUST)

c. £60,000 + car + benefits

Spearheading the Medway Health Authority's development of a purchasing organisation and transition to single-district trust status is one of the most challenging appointments currently available in the Health Service.

With some 5,000 employees and a revenue budget of around £89 million, the strategic aim of the Authority is to provide the best possible healthcare within available resources, for 340,000 residents in an area along the north Kent coast, the largest centre of population in South East Thames RHA.

Key features will be consultations with the South East Thames RHA over Medway's exciting plans for the development of one of the Region's acute general hospital sites and assisting the Kent ambulance service, also managed by the District, to become a trust.

The management of change, working closely with consultants, nurses and other unit and district staff,

the development of financial controls, and the implementation of management information systems are essential requirements for achieving third-wave approval and high-quality long-term patient-care within financial objectives.

This high-profile role demands a keen understanding of the key issues of the NHS and proven experience of managing a large, complex service organisation, preferably in the healthcare sector, controlling a £multimillion budget, and setting and achieving strategic goals in a rapidly evolving environment. First-class communication and leadership skills must be allied to business acumen, vision and the ability to command respect both within and outside the organisation.

To apply, please send a full cv including current salary, in confidence, indicating in a covering letter how you would manage the move to trust status, to John Patrick, Ref: 5622/JP/ST, PA Consulting Group, 123 Buckingham Palace Road, London SW1W 9SR.

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EXECUTIVE OPPORTUNITIES

FAX 071-782 7826



Director of Computing Services

£35,000 to £40,000 pa

Computing Services provides a computing resource and IT support service to all academic and administrative departments. The Director has a high-profile role and is a key member of the senior management team.

You will be responsible for all central computing resources, comprising a University-wide network with distributed systems based on Sun workstations providing teaching and research facilities. You will also help implement new management information systems.

In an increasingly customer-based service, another important aspect of your role will be co-ordinating customer initiatives and arranging appropriate advice and support services within the University's information technology strategy.

The role demands strong intellectual, personal and leadership qualities as well as the requisite technical skills. You must be able to demonstrate achievement in a technically-orientated management role within the academic, public sector or commercial sphere; while your in-depth knowledge of information technology and its applications will enable you to enhance both our operational effectiveness and competitive edge.

For further details and an application form, please contact the Personnel Office, City University, Northampton Square, London EC1V 0HB. Telephone 071-477 8085 (or answerphone 071-477 8081). Closing date: 23rd February 1992

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Regional Director (SALES) - SOUTH

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Dial Contracts is one of the UK's top three vehicle management services companies. Innovative marketing, high quality services and a strong customer care philosophy have helped us to achieve a leading position in a highly demanding and competitive sector.

Following Group re-organisation we are seeking to appoint a top flight sales manager with proven success in the leadership and commercial management of a sizeable field sales and administrative support team, located in Milton Keynes and South West London. As a senior member of the highly motivated management team, you will be expected to achieve target through the professional development, direction and motivation of the salesforce, instilling sales and account management disciplines and building a pro-active team approach.

Candidates of graduate calibre, with at least 3 years senior sales management experience within a high quality sales and customer service orientated sector, will demonstrate an outstanding record of sales management success achieved with a large sales team where structured sales training and continual team development was a major factor. This is a field based role requiring an articulate, numerate leader who possesses personal presence, drive, energy, a commitment to success, interpersonal and communication skills. The remuneration package is commensurate with the seniority of the appointment. In addition there are real career progression opportunities within this forward thinking group.

Interested candidates should contact our advising consultant by forwarding a career resume to the address below. Confidentiality is strictly guaranteed. For further information contact John Taylor at:

QUEST RECRUITMENT CONSULTANCY
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Oxford, OX3 6LP
Tel: (0993) 776691 Fax: (0993) 702042

Dial

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GENERAL COUNSEL EUROPE

Comdisco is the world's largest remanufacturer and independent lessor of computer and high technology equipment with European assets in excess of \$500 million.

We are seeking a General Counsel to join our Senior Management team located at our new European Headquarters in the UK. This position will report directly to the European CEO. The candidate will be responsible for promoting and protecting the various interests of the company by providing legal advice for internal and external use. Responsibilities will include the structuring of commercial contracts, planning and implementation of European programmes and procedures. The candidate will work with outside counsel on other European countries.

Candidates should have 10-15 years' experience in commercial transactions, corporate and labour law. Management experience is required. A working knowledge of a European language would be beneficial, but not essential.

For immediate consideration of this unique opportunity please forward your CV, with current salary details to The Personnel Department, Comdisco UK Ltd., The Morden Buildings, Harefield Street, Slough, Bucks. SL1 1XS.

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We are a team of career professionals who care about your future, whether you are employed or not. Finding the right job is all about confidence, aptitude and contacts. Our expertise is comprehensive and individually tailored to meet your needs, goals and the right position - usually within the unadvertised market.



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McKenzie Waterman
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Business Development

Opportunities in Distribution

This is an international market leader in the manufacture of engineered components distributed through a network of sales outlets. The UK Division has an enviable record of growth and profitability in a highly competitive environment and has now embarked on an ambitious programme of investment and development to build upon this solid foundation. To support this there is a requirement to recruit a small number of high calibre sales and business development staff of a number of levels to join an established, professional Sales Division.

Regional Sales Managers

Two experienced Sales Managers are sought who can demonstrate several years of real achievement controlling sales in distribution orientated companies in such market sectors as industrial components, consumer durables, automotive aftermarkets etc. Candidates should be of graduate calibre and under 45. Locations are the Midlands and Scotland.

Territory Sales Managers

These business development roles require sales professionals with good track records and sound commercial skills. Product area is less important than maturity, good interpersonal skills and the ability to influence and motivate others. Territories covered include Central and Southern England and Belfast. (Northern Ireland residency required). Success in these highly visible roles will lead to career progression in an international company which invests heavily in training and development and regards its people as prime assets in a competitive market place.

All positions offer attractive salary and benefit packages including generous assistance with relocation costs where appropriate. Applicants, male or female should write with full career history stating clearly your preferred location and quoting reference B3295/2 to:

Mason & Nurse Associates
126 Colmore Row
Birmingham B3 3AP

Office in London, Birmingham & Egham

Mason & Nurse
Executive Search

Outstanding Opportunities with a World Leading Software Developer

Working at the forefront of technology, **Central Point Software** pride themselves on innovation, excellence and a commitment to demanding the very best. Their outstanding range of utility software products, such as PC TOOLS and CENTRAL POINT ANTI-VIRUS, have won numerous awards in the USA and Europe and they are firmly established as a leader in their market sector.

Due to their continuing impressive growth, they are now wishing to strengthen their team by appointing two Sales Professionals.

Corporate Sales Executive

Educated to degree level, you will have a minimum of one year's sales experience in the PC environment having gained technical awareness of industry standard software.

This is an excellent opportunity for an ambitious self starter to build a career with a major software corporation.

International Distribution - Sales Desk

This is an opportunity for a confident business oriented individual who will be responsible for Distributors in Africa, Latin America, the Middle East and other rest-of-the-world countries. Candidates must possess a strong sales ability as well as excellent communication and administration skills. A good working knowledge of the PC Industry and its distribution channels is essential.

Located at prestigious European Headquarters West of London, suitable candidates will be rewarded with competitive income packages plus company car and the opportunity to contribute to an organization with unrivalled success and market leadership.

For an immediate reaction to your suitability for these outstanding opportunities, please contact **Richard Champion**, our Advising Consultant, today on 0562 884186 between 4 p.m. and 8 p.m., or during office hours on 0562 883838 (24 hour answering service). Alternatively, please submit a Curriculum Vitae to Richard Champion, Champion & Partners Ltd., Palladium House, 141 Worcester Road, Hagley, West Midlands, DY9 0NW.

Agencies are invited to liaise with Champion & Partners regarding suitable candidates.

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- ◆ **THE CANDIDATES:** The successful candidates will have over 5 years proven track record in selling packaged solutions to large corporates. They will enjoy a highly competitive base salary with realistic O.T.E. and significant benefits.
- ◆ **THE NEXT STEP:** If you are interested in joining a dynamic sales team, send a concise CV or telephone Mike Morgan or Adrian Coss at the addresses below.

Mike Morgan, Southern Sales Manager
Business Technology Consultants Limited
Nassau House, 1-3 Valley Drive, Kingsbury,
London NW4 9NG
Tel: 081-206 1065 Fax: 081-204 9722

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BUSINESS TECHNOLOGY
CONSULTANTS

Adrian Coss, Northern Sales Manager
Business Technology Consultants Limited
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For 40 years, we have been providing a disciplined, structured approach to personal career development for executives in the £20K + bracket. We understand the pressures of redundancy and the frustrations of dissatisfaction.

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Our Client, a prestigious mid-sized international consultancy, has several immediate opportunities for experienced consultants with a minimum of 2-4 years' experience as an external consultant.

Candidates should have excellent general business skills, operations, plan/manufacturing, training and managerial experience. In addition, they must have a proven record of handling senior executives, excellent executive presence and availability to travel extensively although relocation is not necessary. Undergraduate Degree essential, Masters Degree preferred.

Since there are immediate needs, our client will be interviewing in London in early February. For confidential consideration, please submit your resume in confidence to:

Consultant Search
BOX TIMES
Please Reply to Box No 1717

Manufacturing Director

Electro-Mechanical Assembly

South Wales,

c £42,000, Car

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Sales Director

Our client, a subsidiary of a highly successful major plc, and based central North Herts, is the leader in their field of custom designed and installed industrial processing machinery. They seek a Sales Director who will increase profitable growth and make a major contribution to their long term business strategy.

They offer you

A Board position concerned with and influencing every aspect of the business and considerable potential for advancement both with the Company and the Group. An outstanding opportunity to develop business strategies and to create the means to achieve sales objectives. Starting salary £35K, profit related bonus opportunities, share option scheme, executive car, private health cover and, where appropriate, relocation assistance.

You must offer

Education to degree standard (preferably engineering or science) and a high level of intellect. Age mid-thirties to early forties. A record of industrial capital goods sales achievement, ideally with a mechanical/chemical engineering biased, design and install Company. Proven sales management achievement and experience training and developing a technical field sales force. The potential for considerable advancement.

European Personnel Consultants, Westbrook House, Great Eastern, Market Harborough, Leics. LE16 8SJ
Contact Lawrence Parker. ☎ 0536 770687 day or evening
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Managing Director - UK

The Everflo Products Company, a leading American company in the infant feeding, juvenile furniture and child care accessory markets, has an opportunity available due to global expansion for a Managing Director for the U.K. and will report to the Managing Director - Europe.

The incumbent will be engaged in all aspects of the business responsible for recommending, implementing and administering operating plans, procedures and budgets which will enable realization of short and long-term profitability, asset management, marketing and sales, and market share objectives.

The position requires a minimum of 10 years' experience in progressively more responsible marketing and sales positions, preferably with a fast moving consumer goods company. Must be bilingual: English and French or German, and possess the communication, analytical, organizational, business and strategic planning skills to successfully manage this multifaceted operation.

We offer a competitive base salary (circa £40,000) with performance bonus, a car, plus other benefits, and the opportunity for a mutual growth-oriented future. Please send, or FAX, your curriculum vitae and salary history in strict confidence to: P.O. Box 1206, Ravenna, Ohio, 44266, USA, Attn: Robert B. Till, Director-Employee Relations, FAX 010+1+216+296-8588.

evenflo

General Manager

Northern Home Counties

Earnings to £40,000 + Car

Our client, a UK subsidiary of a North American organisation, is poised to embark on a period of growth and expansion into Telecommunications.

They are now seeking a General Manager for one of their branch offices. Your responsibilities will focus on sales and customer relations including budget/expenditure controls as well as the coordination of other aspects of the business. A proactive approach to the payroll is essential.

As an accomplished manager of graduate calibre, you will have proven sales management experience ideally in a competitive market. Excellent communications skills, commercial flair and the determination to achieve improved business performance are vital.

Interested candidates should send a CV, giving current salary details and quoting ref. HRB-ET to JPM Recruitment Advertising Ltd, Thimbley House, 33-41 Chiswick Lane, London W22 1JN.

Please do not send your CV unless you are confident your details should not be sent.

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We have a vacancy for a qualified librarian in the newspaper's reference library.

The successful candidate will have good reference skills interrelated with experience of online retrieval and a positive enthusiasm for current affairs. Energy, adaptability and the ability to work under pressure, but as part of a team, are important in the often hectic atmosphere of a daily newspaper.

As the library is open six days a week shift work is required.

Applications in writing enclosing a CV to **Brenda Hemmings, Recruitment Manager, News International Newspapers Limited, PO Box 481, Virginia Street, London E1 9BD.**

071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

'Pioneering Open Systems Integration' Sales Executive

South East

Our client, a large UK based plc, is at the forefront of the rapidly growing OSI market. Skilled in UNIX based Oracle applications, they market their 'user expertise' to blue chip organisations.

Central to their product range is a software toolkit which rapidly builds Oracle interfaces. Their service includes consultancy, systems development, network and applications design and implementation, training and customer support. Their philosophy is one of long term client development.

The company aims to triple in size in three years. To achieve this they wish to appoint a proven Sales Executive to help spearhead growth.

Part of a highly professional management team, the role requires account

c £60,000 + Car + Benefits

pioneering skills and a track record in selling total systems solutions in the OSI market, ideally to 'utility' clients. Experience of UNIX based systems, applications and LAN's is essential.

Graduates aged 30-40, with a personality that is persuasive, diplomatic, mature and highly self motivated will be considered.

Currently employed by a software publisher, systems house or hardware vendor, you may not have the autonomy or opportunity to make a real impact on the business. If you wish to develop your career with a true pioneer and innovator then write to Graham Oakes, Director, enclosing curriculum vitae and full remuneration details, at

Michael Page Sales, The Citadel, 190 Corporation Street, Birmingham B4 6QQ. Please quote reference MPS 103.



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Director of Manufacturing to drive for international competitiveness

This £35 million business has undergone radical restructuring and refocusing to create an organisation committed to achieving true international competitiveness. A multi-site manufacturer supplying quality merchandise to leading high street multiples, it is an acknowledged UK sector leader.

In this role your contribution to achieving its mission by implementing the manufacturing strategy will be substantial. You will drive through continuing change in organisation, methods and structures whilst ensuring tight control of costs, the effective use of MIS and industrial engineering and the development of a true TQM culture. This is a hands-on role demanding the ability to build and develop teams and affect real manufacturing change.

Ideally a graduate and aged 35-45 your experience will have been gained in companies renowned for manufacturing excellence. This could be in textiles or

clothing but just as easily include other volume manufacturing and assembly companies which supply highly demanding customers using JIT and TQM philosophies. An experienced negotiator and innovator your track record must indicate proven success in effecting real manufacturing change. The salary indicated should not deter exceptional candidates from applying.

Please send full personal and career details, including current remuneration level and daytime telephone number, in confidence to David Owens, Coopers & Lybrand Deloitte Executive Resourcing Ltd, 43 Temple Row, Birmingham B2 5JT quoting ref D418 on both envelope and letter.

Coopers & Lybrand
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Personnel Manager – International

FMCG

Greater London

Circa £40,000,
including bonus.
Car, Stock Options

Hoggett Bowers

BIRMINGHAM, BRISTOL, CAMBRIDGE, CARDIFF, EDINBURGH, LEEDS, LONDON, MANCHESTER, NEWCASTLE, WINDSOR and representation throughout EUROPE

With a current turnover in excess of £250m, and a marketing presence in over 100 countries, this division, part of a major international group, produces a range of leading market brands, primarily in Africa, Asia, and the Far East. Reporting to the Divisional Personnel Director, but working closely with the regional line management team, you will be responsible for providing a comprehensive personnel service to designated regions within this division to ensure that progressive, proactive policies are implemented. This is therefore a generalist personnel role with an emphasis on employee relations, compensation, training, executive recruitment, and management development. Probably aged 30-40, the ideal candidate will be a graduate, IPM qualified, with a minimum of 5 years management experience within a multinational organisation. This experience must have included either some specific personnel responsibility for an overseas unit or region, or a period spent working on major international personnel issues at Head Office. Mature, practical, innovative and flexible, with strong interpersonal skills, you must be sensitive to different cultures. This is an unusual and exciting career opportunity, involving considerable international travel, and an exceptionally attractive fringe benefits package will be negotiated.

Male or female candidates should submit in confidence a comprehensive C.V. to, M. Stein, Hoggett Bowers plc, Brunswick House, 61-69 Newmarket Road, CAMBRIDGE, CB5 8EG, 0223-324441. Fax: 0223-323250, quoting Ref: F21017ST.

SPSS UK Ltd

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£28-33,000 + Bens

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We are looking for a qualified accountant with management experience to run our busy accounts department (3 staff) reporting to the Managing Director. Our accounts consolidate the UK with a small subsidiary in India, exports in France, Spain, Africa and the Middle East and report to our head office in Chicago.

We need an energetic and self-motivated individual who enjoys staff management, working under pressure, problem solving and has a natural aptitude for using PC and other office, accounts and management reporting systems.

Please write with a full CV to:

Julie Cameron
SPSS UK Ltd, SPSS House,
London SE, Chertsey, Surrey KT16 8AP

CAREER OPPORTUNITY

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A critical time.

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ENERGY ACTION GRANTS AGENCY.



DEPUTY CHIEF EXECUTIVE Salary £23,910-£25,539 (New Post)

The Energy Action Grants Agency is a limited liability company administering the Home Energy Efficiency Scheme (HEES). This scheme was introduced by the Department of Energy to provide funding from low income groups to improve energy efficiency in their homes.

The Agency is now seeking a suitable person to take up the new post of Deputy Chief Executive. The Deputy Chief Executive will be responsible to the Chief Executive for the efficient and effective operation and coordination of the operational arm of the Agency.

He/she will be responsible for the management and direction of the Grants Administration and Technical Monitoring departments. In addition there will be responsibility for contributing to the Agency's senior management team. The postholder will deputise for the Chief Executive in his absence.

Candidates should hold a degree or equivalent qualification and have substantial experience of operations management at a senior level. In addition they must demonstrate an awareness of the social, economic and political environment in which the Agency operates and have the ability to evaluate statistical data and an appreciation of Information Technology systems.

This post will be based at the Agency's Head Office in Newcastle.

In common with all other posts in the Agency, the post of Deputy Chief Executive is initially for a fixed term of up to 31.3.93. However the Board of Energy Action Grants Agency has every confidence in the long term future of the Agency.

Job descriptions and further information from:

Energy Action Grants Agency
9-17 Collingwood Street
NEWCASTLE UPON TYNE NE1 1JL
Tel: (091) 230 1830

Applications only in the form of a cv should be sent in strict confidence to the Personnel/Training Officer at the above address. The closing date for applications is 21st February 1992.

Interviews will be held on Friday 6th March 1992.

The Energy Action Grants Agency is an Equal Opportunities Employer.

IE Systems Manager

Nr. Basingstoke to £50K package

The UK subsidiary of a leading European financial services organisation has a firm commitment to substantially increase their current level of business within the next five years. The challenge within IT is to develop systems that provide a competitive advantage and facilitate this growth.

Suitable candidates will be expected to demonstrate:

- ★ Excellent track record of delivering systems across a variety of business areas within a financial services organisation.
- ★ Extensive involvement with complex IE developments.
- ★ Enthusiasm for incorporating sophisticated technology such as co-operative processing and GUI's in a mainframe to PC environment.

The successful individual will initially manage the development of an innovative sales and marketing system. The responsibilities will then broaden to encompass a number of concurrent developments. The ability to consistently deliver within an aggressive environment will be crucial. You will be supported in this by a high calibre IT team and a highly committed user base.

The rewards are generous including a highly negotiable salary, company car, mortgage subsidy and non-contributory pension. There are excellent career opportunities.

To apply please send or fax your CV to Simon La Fosse at the address below with a covering letter detailing your suitability. Please include current salary details.

P-E International plc, Suite 1, The Priory,
Haywards Heath, West Sussex RH16 4DG
Fax No: 0444 458607 Tel No: 0444 457575

P-E International

Young General Manager with Manufacturing Vision

Colchester

£30-35k + incentives

Company Car

BPPC Ltd is the UK's leader in printed products. We have over £300 million turnover from our 40+ companies located nationwide and a reputation for aggressively driving our businesses to the levels of excellence demanded by our challenging markets.

BPPC Colchester Bindery Ltd is a self contained business responsible for the assembly, packaging and despatch of household name magazines and catalogues. Located alongside one of our major web offset printing factories it is ideally placed to serve the time critical distribution requirements of our customers.

We now wish to recruit an energetic results motivated General Manager, with state of the art manufacturing experience to drive forward this 7 day week, 100 employee operation. The demands are high; requiring total dedication, unusual hours and pressurized deadlines but they are matched by the rewards. On offer are a good basic salary, a fully expensed company car, a performance related incentive package and the opportunity to be totally responsible for a major business within the group.

If you can demonstrate engineering flair, successful man management experience and the attention to detail necessary to achieve manufacturing excellence then please write to Kathy Woodward, Group Resourcing and Development Manager.

BPPC Ltd,

Newcomen Way, Severalls Lane Industrial Estate, Colchester CO4 4TG.



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Foran International FMCG company which is a European brand leader.

The group is expanding, highly profitable, and is likely to seek a full listing on the Stock Exchange during the course of this year. Turnover for 1991 was £275m. The group employs over 6,500 people in the UK and overseas.

Reporting to the Group Secretary, and deputising for him in his absence, you will have a broad, high profile role encompassing both complex and routine secretarial matters. You will have significant liaison with other professionals, both internally and externally, at home and abroad.

You are a Chartered Secretary or lawyer, probably in your thirties, with a solid grounding in secretarial practice. Your experience must have

been gained within a professional secretarial, ideally that of a major PLC. Familiarity with trademark procedures and a second European language would be advantageous. Fast-paced technical skills and the ability to work with the minimum supervision are essential.

You would join a new management team dedicated to the continuing success of the group therefore prospects are excellent. Salary and benefits are for negotiation as indicated; relocation expenses will be provided if necessary.

Please write, in confidence, to Lesley Gifford, Ref 2053, ICSC Consultants, Buckingham House, 6/7 Buckingham Street, London, WC2N 6BU.

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Package

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A high calibre sales professional is required to service and expand our present customer base, mainly within the European Economic Community.

The Company is well established and successful within the UK Textile Industry and its European markets are now becoming increasingly significant.

Candidates should be able to demonstrate a successful track record over a minimum of 3 years sales and marketing experience, preferably with overseas involvement.

A good working knowledge of at least one European Language is essential.

An excellent remuneration package is available with the provision of relocation expenses (as appropriate) to the Company's location in the West Midlands.

Applications, in writing please,
with full CV to Box No 7096

Large, well respected U.S.
multinational retailer seeking
a high quality

VICE PRESIDENT - OPERATIONS

To oversee their multi-locational
retail outlets in Singapore and
surrounding region

Reporting to the President of the region, the successful candidate will have full functional responsibility for all shop and warehouse operations. This includes managing a staff of over 1,000 employees in several diverse locations. Along with focusing on increasing productivity while keeping costs under control, this individual will be expected to contribute to the overall management of the Company. This will involve strategic and business planning and the implementation of these plans.

The individual selected for this position will have a proven track record in retail operations. This will include meaningful multi-unit experience with a sophisticated and quality oriented retailer. He/she will have excellent communication and numerate skills, high personal integrity and an impeccable reputation in the industry. As an articulate and motivated team player, the successful candidate must also have the potential to continue to expand their management career within this organization on an international basis.

A competitive compensation package is offered including expatriate benefits such as housing, home leave, car and educational assistance.

Please forward full career and personal details to

Box No.
7101

to reach us no later than February 29, 1992. Shortlisted candidates will be interviewed in London in early April.

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071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7828

Managing Director - Software House
Sales led S/W Development & Systems Supplier

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RECRUITMENT

An opportunity for a sales orientated, commercially minded Software Professional to head up a small Development House and VAR Systems Supplier, which is an important Division of a successful Pte.

You will lead a team of 25 dedicated professionals, mostly graduates, developing and selling PC and Unix based Software and supplying Systems to a well established niche market. The Division also provides technical development and support to other businesses in the Group who are market leaders with other products in similar markets.

With responsibility for bottom line profit, much of your role involves contract negotiation and high level interfaces with customers. Indeed a major priority will be to manage the sales team and develop opportunities for new products in conjunction with the major equipment suppliers.

We seek a degree qualified software professional and it is unlikely that candidates under the age of 35 will have acquired the business skills or experience both to manage this important operation and to contribute at Group level. An enthusiastic and effective motivator, your background should be technically based, and ideally you should have developed sound sales and presentation skills. A thorough understanding of the market for business in the software industry and, in particular, experience in servicing clients in the Public Sector is essential.

The package includes Car, non contributory pension scheme, assistance with relocation if appropriate and other Executive Benefits including a performance bonus.

Please write with a full CV with daytime and evening telephone numbers (by post or fax on 0666 825858), or call Bob Little today, Sunday or anytime on 0666 825800 (24 Hours) for an initial discussion.

SELECTION & SEARCH

1 Market Cross
Malmesbury
Wiltshire SN6 9AS

0666 825800

COINTREAU
MARKETING
MANAGER

Cointreau is one of the world's largest liqueur brands - its versatility will ensure its continued growth within a wide consumer base. From April, Cointreau will be marketed by Eurobrands Ltd. who are based in Henley-on-Thames and are the UK's leading independent supplier of quality spirits and wines. Their unique portfolio also includes Remi Martin, Charles Heidsieck, Pilsner Heidsieck, The Macallan and Campari.

We seek a marketing manager to continue the development and dynamic growth of the Cointreau brand. Aged 28-35, you should have a marketing background that demonstrates creativity, adaptability and the need to work within a dedicated team environment.

Whilst drinks experience is not essential, you must be confident that you can come to terms with the responsibility of a well leading brand. Your past track record will demonstrate that you have the skills to continue its growth and market position through the implementation of carefully planned and executed strategies.

This is a progressive career move, as successful results in this position would eventually be rewarded by promotion within the group either in the UK or overseas.

The position attracts a competitive salary, company car and the obvious benefits of a leading company.

Telephone or write with full details quoting Ref D1881 to:

DOUGLASS & PILKINGTON LTD, 19 Church Street, Sunbury-on-Thames, Middlesex TW16 6SL. Tel: 0932 761041

071-481 4481

GENERAL APPOINTMENTS

FAX 071-782 7826

CHAIRMAN'S ASSISTANT

Up to £20,000

We are looking for someone with energy, initiative and flair to support - and actively contribute to - the work of the Chairman of the County Council in representing the County Council and the County of East Sussex.

Working in the County town of Lewes, you will be responsible for managing the Chairman's Office and annual programme of events. You will support the Chief Executive in his role as Clerk to the Lieutenancy (the Lord Lieutenant is the Queen's representative in the County) and Secretary to the Advisory Committee for appointing Justices of the Peace. You will arrange Royal visits, a wide range of County Council functions and help develop the County Council's links with other European countries.

We would like to hear from you if you have:

- undertaken this kind of role and can demonstrate the contribution you would bring to the job;
- a knowledge of public service and civic procedures and protocol;
- experience and understanding of a senior level of the working of a large organisation;
- interpersonal, communication and organisational skills of the highest order.

• an additional European language;

• a current driving licence.

For further details and application form telephone Tina Darby/Sonia Brown on Lewes (0273) 461573/461901 or write to the Personnel Officer, Pelham House, St Andrew's Lane, Lewes, East Sussex, BN7 1UN.

For an informal discussion, please ring Helmut Cartwright, County Secretary, on Lewes (0273) 461154.

Closing date for receipt of application forms 21 February 1992.



East Sussex County Council is committed to equal opportunities

YORKSHIRE

GROUP BUSINESS EXECUTIVE
- EUROPEAN SUBSIDIARIES

Leeds (West Yorkshire) c. £45,000 + Benefits

Outstanding opportunity for a highly numerate, mature general manager with strong marketing background to join long established, profitable and rapidly growing plc with a turnover approaching £100m.

This new post is designed to facilitate the development of the group's 5 European subsidiaries and to act as their principal link with the UK operating divisions.

The successful candidate is likely to be aged over 40, will be a committed team worker and will have a sound working knowledge of at least two foreign languages, preferably French and Italian.

The position will be based in Leeds but will involve substantial continental travel.

All applications, which must be received by Monday 17th February, will be treated in strictest confidence.

Please write, enclosing a full curriculum vitae to:

Mr John Walker
Group Operations Director - Europe
Yorkshire Chemicals plc
Kirkstall Road, LEEDS, LS3 1LL

SITE SERVICES MANAGER

To £23k + Relocation Cheshire

Our client, an independent division of a multi-national group, designs and manufactures scientific instrumentation. The opportunity has been created for a suitably qualified professional to join their management team.

This role involves the management of programmes encompassing COSHH, factory legislation, and building services. It is likely that you are aged between 35-45, have experience controlling some or all of these functions, and have a diplomatic approach. Most important, however, is the drive and personality to thrive in a high pressure environment.

In addition to substantial benefits, you will enjoy the freedom to be imaginative and act with a high degree of autonomy. Your personal growth within this dynamic organisation is ensured by their sustained commitment to training.

Contact Neil Stokes or Fiona Jones
STRATEGIC MANOEUVRES
40a High St. Chatham, Kent, ME4 4DS
Tel: 0634-880456, Fax: 0634-880457

SALES EXECUTIVE

COMPUTER SOFTWARE COMPANY based in West London, seeks experienced Sales Executive to join our small but dynamic sales team.

Your responsibilities would include developing existing sales and rentals customer base within the U.K. in-depth knowledge of IBM hardware product range essential. Understanding of OEM products would be an advantage. You must have the ability to negotiate at all levels. Applicant to be within commuting distance of Central London. Package commensurate with experience.

If you are interested and feel you meet the standards required, please send your application to: Jennifer Wheeler, 9 Elyrium Gate, 126 New Kings Road, London SW6 4LZ. Tel: 071-384 2688.

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Our programme of continuous expansion means we require additional managers, assistant managers and retail sales professionals.

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If you are male or female, have had previous experience in the fashion retail sector, are intelligent, enthusiastic, have the ability to communicate and are willing to put in the effort to achieve our goals and achieve yours, then please send your C.V. to: The Personnel Dept, Blazer PLC, 98-92 Brunel Road, London W3 7XR.

Please state which position you wish to be considered for.



Blazer is an equal opportunities employer

KING'S SCHOOL
BRUTONwishes to appoint a
DEVELOPMENT MANAGER

This post offers the opportunity to join the senior management team of King's School Bruton and to be concerned with the development of the three schools of the Foundation. The successful applicant will be involved in fund-raising initiatives, marketing and public relations, will have had relevant practical experience in those areas, and will be expected to demonstrate initiative and flair. Salary by negotiation.

Full details from the Headmaster to whom application should be made by letter supported by a full curriculum vitae and the names of three referees:

THE HEADMASTER,
KING'S SCHOOL, BRUTON,
SOMERSET BA10 0ED
TELEPHONE BRUTON (0748) 513328

A NEW CAREER?

Our Client, a well established business company operating in the sales and marketing sector, is seeking an individual with a proven track record of professional excellence throughout the U.K.

As a candidate, you will be aged 25-45 with a high standard of education and a successful career in sales and marketing. You will be confident, energetic, motivated, and have the ability to communicate and work effectively with others. You will be able to take initiative and be a team player. You will be able to take initiative and be a team player.

The successful candidate will receive a basic salary of £24,000 per annum, plus a generous bonus scheme and a pension scheme. If you believe you can make a positive contribution to this exciting company please send your CV to: Andrew Williams, HR Manager, 15 Eton Road, London EC3M 1BU.

Westland Consultancy
Westland House
123 Westland Road
Sutton Surrey SM1 4JH

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PERSONNEL MANAGER

£240,000 + BANKING BENEFITS

Our client, a major City based European Financial Institution have asked us to find a generalist Personnel professional. Preferably a graduate, aged between 28 and 35, you will have had a minimum of 5 years experience in a well organised, personnel environment. Assistance with relocation will be given where appropriate.

CORPORATE FINANCE

£240,000 + BANKING BENEFITS

We are looking for mathematically biased MBA's and ACA's to join this blue chip City company, who are starting a corporate finance function. For one position a background in operational research would be helpful.

To discuss these opportunities further, please call John Carr on 071 626 5288 or write with CV to S.R. City (Recruitment Consultants) 15 Eton Road, London EC3M 1BU.

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RECESSION

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Key individuals required to fill management vacancy in major group expanding in the U.K. and mainland Europe

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OR SEND CV'S TO Box No 7176

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MANAGER

EUROMONEY, one of the world's leading providers of financial and business information products is seeking a dynamic individual to act as a Business Development Manager for one of its divisions.

The role will involve the development, production, marketing and sales of new products. Candidates should be self motivated, 25-30 years old, possess considerable entrepreneurial drive and excellent communication skills - an understanding of the international financial markets would be an advantage as well as a foreign language capability.

Please send CV to Charlotte S. Yu, Euromoney Publications PLC, Nestor House, Playhouse Yard, London EC4V 5EX.

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The Chartered
Institute
of BankersASSISTANT MANAGER -
INTERNATIONAL RELATIONS

The Chartered Institute of Bankers is seeking to appoint an Assistant Manager to provide administrative support in the development of its overseas business, particularly in Eastern Europe. The job holder will identify needs and opportunities for materials and courses.

Preferred aged 25-35. Salary £18,200. Reduced rate mortgage after qualifying period. 21 days annual leave. Season ticket loan.

For further details and application form please contact Carolyn Smith, The Chartered Institute of Bankers, 10 Lombard Street, London EC3V 9AS. Tel: 071 625 3531, ext. 211.

Closing date for applications: 28 February 1992.

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GENERAL APPOINTMENTS

071-782 7828

Geophysicist

New Zealand

Petrocorp Exploration Limited, based in Taranaki, is a fully owned subsidiary of Fletcher Challenge Limited and owns and operates oil/gas fields and prospecting licences within New Zealand.

We are seeking a Geophysicist to join our Exploration Department team. You will contribute to the conduct of geophysical projects in the Company's oil and gas exploration and development programme. In addition, you will identify and detail economically viable oil and gas prospects in assigned areas.

The minimum tertiary qualification is BSc (Hons) or equivalent in geology/geophysics with up to five years experience as a petroleum exploration geophysicist in a variety of geological settings. A well developed analytical work style along with sound business sense is essential. Naturally, you will be conversant with main petroleum exploration techniques and have well developed computer skills.

We are keen to hear from suitably qualified people, prepared to offer energy and commitment to this team.

Written applications should be addressed to Ms Julie Jensen, Employee Relations Executive, Petrocorp Exploration Limited, Private Bag, New Plymouth, NEW ZEALAND. Phone (64) 6 755-1112. Fax (64) 6 755-1665.

Petrocorp
EXPLORATION

Retail

- **BUYERS:** Food industry experience South to £30k
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- **DRY STORE MANAGERS** N.England & Scotland to £30k + car
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These are just some of the positions we are seeking to fill for some of the most prestigious High Street and Out of Town retailers. We are interested in candidates who have retail experience from any sector. Please call us on 071-289 7622 for an initial discussion or write, enclosing brief career details, quoting reference 1877 to:

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ENGINEERING APPOINTMENTS

Catalyst Consultant Creator Promoting the UK offshore supplies industry worldwide

c.£27,000 based Glasgow

The International offshore supplies market is a volatile, and highly competitive arena; the only constant factor is change. The creation of a single European market can only accelerate this change - presenting suppliers with new challenges, and new opportunities.

The Offshore Supplies Office aims to ensure that UK suppliers exploit every opportunity a changing market brings, offering a comprehensive and market-responsive support service: as a catalyst in new business ventures; as a consultant to both suppliers and operators; as a creator of new business partnerships and new technological research.

An industry professional with several years' experience in an engineering or technical capacity, you will act for the OSO within a defined market sector - pipeline and transportation, subsea systems, exploration or any one of several other key areas - drawing on your technical expertise and flair for communication to support UK suppliers on a worldwide basis.

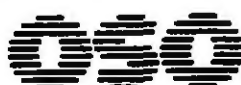
A challenging role, in a changing industry and one which demands technical credentials of the highest order: you will hold chartered membership of an appropriate engineering institute or have a relevant engineering or science degree, 10 years' or more professional experience, and the ability to assimilate technical concepts outside your immediate discipline is also required. Most important of all, will be the confidence to deal at any level, and the rare ability to generate new business initiatives.

Starting salary, dependent upon qualifications and experience will be in the range £23,329 - £27,819. Relocation assistance up to £5000 may be available.

For further information and an application form (to be returned by 6 March 1992) write to Recruitment & Assessment Services, Alencon Link, Basingstoke, Hants RG21 1JB, or telephone Basingstoke (0256) 468551 (answering service operates outside office hours) or fax (0256) 846660 (24 hours).

Please quote ref: R/1435/92.

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BRANDS HATCH

Brands Hatch Leisure plc is a diverse leisure organisation employing over 200 people, based in Kent and principally concerned with the operation of four motor racing circuits around the UK.

Group Company Secretary

A suitably qualified Company Secretary with experience of medium to large companies is being sought to head up Legal, Personnel and Administration Departments, reporting to the Chief Executive. Principal responsibilities will include:

- All legal aspects of the Company's continued, property and personnel matters.
- Enhancement and maintenance of our administration systems. All senior Company Secretarial duties.

Applicants should be a Member of Institute of Company Secretaries and Administrators and preferably a qualified Solicitor with experience in commercial property law.

Group Personnel Manager

As part of a continued expansion program, greater emphasis is now being placed on the importance of human resources. As a result, the need has now been identified for a dedicated Personnel Manager, reporting to the Company Secretary. Principal responsibilities include:

- Designing and implementing an induction program.
- Maintenance of a training program, including language courses.
- Enhancement and maintenance of our personnel records system.
- Supporting other managers in all aspects of recruitment, recruitment and personnel development.

Applicants should be IPM qualified, with a minimum of three years experience within the personnel function of a medium/large organisation. The successful applicant will be rewarded with the opportunity to help establish this new role within the Group.

Interested applicants, who are non-smokers, should send a full CV to:

Chief Executive

Brands Hatch Leisure plc

Rayleigh

Longfield

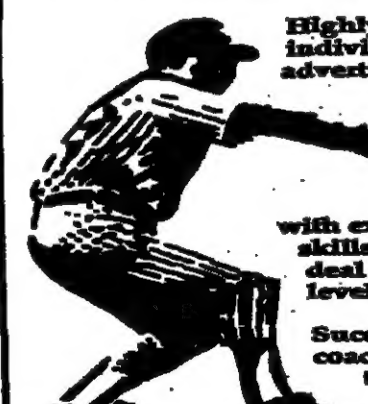
Kent

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Men and women already identified as exceptional in their current role who can tackle any part of a project cycle, empathetic with the business requirements and deliver solutions.

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If you can't make it, please our consultant Simon Givens on 071-253 7172 during office hours or on 0860 060760 evenings and weekends. Alternatively, send your cv, quoting ref +77, in his or J.M. Management Services Limited, Chancery House, 12-14 Berry Street, London EC4V 0AQ. Fax 071-253 0420.

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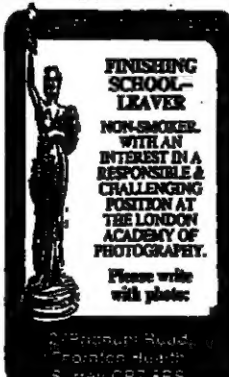
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Director of the Arts Foundation

The Arts Foundation is a new venture. Its aim will be to animate new patronage and it is committed by its founding document to innovation, but equally to the marketplace. Its interests will be inclusive, not exclusive. It will embrace the whole crosscutting range of the arts: sculpture, painting, as much as rock music, video and graphic design and proscenium theatre. But it is not confined, nor does it need to be further defined, for its purpose is innovation.

Whatever the genre or medium, the Arts Foundation is concerned with youth. In particular it will provide fresh opportunities. The Foundation's central aim is to foster creativity wherever it exists, challenging tradition. Instead of supporting institutions or established individuals with the provision of grants, it was decided that the Arts Foundation should encourage innovation, especially by young people, by creating opportunities to exhibit, perform, record or publish, which do not presently exist.

A Director is required to manage the Foundation through its critical early years. The Director must have strong credibility to deal with national figures and to project the Foundation to Founders, Patrons and the general public.

The successful candidate will have extensive fundraising and management experience, with a strong commitment to the development of the contemporary arts. Whilst experience of working within the arts is not a pre-requisite, the candidate must demonstrate an understanding of, and sympathy with, the arts and young people.

The position is for an initial fixed term of three years.

Salary negotiable, but in the region of £30,000 per annum.

For further details please contact Alex Mennell on 071-973 6578/6577, or write to the Chairman of the Arts Foundation, 37a Watbrook, London EC4N 8BS, enclosing a comprehensive curriculum vitae. Closing date for receipt of applications: 21st February. Interviews will be held in week commencing 23rd March 1992.

The Arts Foundation warmly welcomes
applications from all sections of the community.

LANDAUER

Richard A. Oswald, PhD
Director, European Operations

CUSTOMER SERVICE REPRESENTATIVE

The position is currently being offered by Landauer, Inc. a leading provider of personnel radiation dosimetry services.

The applicant must have several years experience in customer service activities with a personnel radiation dosimetry business. A knowledge of radiation quantities and units and excellent communication skills are required.

A knowledge of computer systems used for dose record keeping and customer report generation is essential.

The salary is £12,000-£14,000. Closing date is February 28th 1992. Send application to: Landauer Inc., The Atrium Court, Apex Place, Reading, RG1 1AX.

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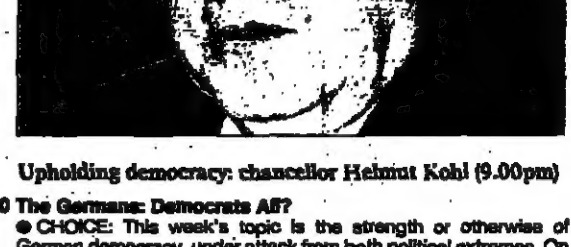
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- Former client references required.

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CHANNEL 4

6.00 Channel 4 Daily (5743167) 9.25 Schools (94867708)
12.00 The Parliament Programme (27506). 12.30 Business Daily (72457)
1.00 Saveme Street. Early learning series (67612)
2.00 Film: In Old Chicago (1938, b/w) starring Tyrone Power and Alice Faye. An Oscar-winning disaster movie about the O'Leary family of Chicago in which a dispute between the two sons leads to the spectacular fire which ravaged the city in 1871. Directed by Henry King and Robert Webb (131457) 3.45 Third Avenue EL. American short evoking memories of a celebrated elevated railway (515932)
4.00 Time to Talk. The first of a new series in which Lesley Judd talks to celebrities about their life and faith. Her guest is former Crackerjack host Don Maclean, a devout Roman Catholic and devotee of Birmingham and flying (536)
4.30 Countdown. Another round of the words and numbers game (490)
5.00 The Oprah Winfrey Show. With guest who suffer with dysmorphic disorder leading them to think they are too ugly to appear in public (7047322) 5.55 Laurel and Hardy (599186)
6.00 The Crystal Maze. Six more young contestants face the challenges of the four adventures time zones (54143)
7.00 Channel 4 News with Jon Snow and Zineb Sedawi. (Teletext) Weather (205419) 7.50 Comment (480544)
8.00 Five for All. Series in which viewers make videos about the various beses in their bonnets (3059)
8.30 Vic Reeves Big Night Out. Outbeat comedy series (v) (n) (8506)



On the far left is the Red Army Faction, targeting Germany's economic elite. On the far right is the rise of neo-fascism, protesting loyalty to

Adon Huser and aimed at the country's intelligentsia. The approach of the series continues to be as much institutional as journalistic. We are treated to a lengthy discourse on the workings of the German political system, invaluable for anyone having to study it for A level. The constitutional checks and balances, the relationship between central government and the states – all lucidly explained. Departing from the text-book, the film considers the influence on the three-party coalition of the role of the media, and particularly television, in promoting the democratic spirit. (Telefilm) (s) (5/78)

10.00 **Brides of Christ.** Epitome of three of the six-part Australian drama set in a Sydney convent during the 1860s. This week the arrival of the convent's first 'lay' teacher causes at least one heart to flutter. (5/78)

11.05 **Just For Laughs.** Highlights from Montreal's Comedy Festival. Includes Clive Anderson and Milton Berle (8/5836)

11.40 **Russian New Music.** The second of a ten-part series tracing the classical development of music in what was the Soviet Union (8/525)

12.05 **Land of the Wild.** A documentary about Alaska. A lonely hearts magazine for the single frontiersmen (r) (3/21465)

1.25 **The Street.** American police drama series starring Michael Beach and Don Ryan (7/13129). Ends at 1.50

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Baseball **Post** at **Albany** (19521) 1.000
at **Buffalo** (19522) 0.500 **Team** (19523) 1.500
at **South Africa** (19524) 1.000
Baseball (19525) 1.500 **Post** at **Albany** (19526) 0.500
at **Buffalo** (19527) 1.000 **Team** (19528) 1.500
at **South Africa** (19529) 1.000
Baseball (19530) 1.500 **Post** at **Albany** (19531) 0.500
at **Buffalo** (19532) 1.000 **Team** (19533) 1.500
at **South Africa** (19534) 1.000
Baseball (19535) 1.500 **Post** at **Albany** (19536) 0.500
at **Buffalo** (19537) 1.000 **Team** (19538) 1.500
at **South Africa** (19539) 1.000
Baseball (19540) 1.500 **Post** at **Albany** (19541) 0.500
at **Buffalo** (19542) 1.000 **Team** (19543) 1.500
at **South Africa** (19544) 1.000
Baseball (19545) 1.500 **Post** at **Albany** (19546) 0.500
at **Buffalo** (19547) 1.000 **Team** (19548) 1.500
at **South Africa** (19549) 1.000
Baseball (19550) 1.500 **Post** at **Albany** (19551) 0.500
at **Buffalo** (19552) 1.000 **Team** (19553) 1.500
at **South Africa** (19554) 1.000
Baseball (19555) 1.500 **Post** at **Albany** (19556) 0.500
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Baseball (19560) 1.500 **Post** at **Albany** (19561) 0.500
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at **South Africa** (19564) 1.000
Baseball (19565) 1.500 **Post** at **Albany** (19566) 0.500
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at **South Africa** (19569) 1.000
Baseball (19570) 1.500 **Post** at **Albany** (19571) 0.500
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at **South Africa** (19574) 1.000
Baseball (19575) 1.500 **Post** at **Albany** (19576) 0.500
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Baseball (19635) 1.500 **Post** at **Albany** (19636) 0.500
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at **South Africa** (19639) 1.000
Baseball (19640) 1.500 **Post** at **Albany** (19641) 0.500
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Baseball (19645) 1.500 **Post** at **Albany** (19646) 0.500
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Baseball (19650) 1.500 **Post** at **Albany** (19651) 0.500
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at **South Africa** (19654) 1.000
Baseball (19655) 1.500 **Post** at **Albany** (19656) 0.500
at **Buffalo** (19657) 1.000 **Team** (19658) 1.500
at **South Africa** (19659) 1.000
Baseball (19660) 1.500 **Post** at **Albany** (19661) 0.500
at **Buffalo** (19662) 1.000 **Team** (19663) 1.500
at **South Africa** (19664) 1.000
Baseball (19665) 1.500 **Post** at **Albany** (19666) 0.500
at **Buffalo** (19667) 1.000 **Team** (19668) 1.500
at **South Africa** (19669) 1.000
Baseball (19670) 1.500 **Post** at **Albany** (19671) 0.500
at **Buffalo** (19672) 1.000 **Team** (19673) 1.500
at **South Africa** (19674) 1.000
Baseball (19675) 1.500 **Post** at **Albany** (19676) 0.500
at **Buffalo** (19677) 1.000 **Team** (19678) 1.500
at **South Africa** (19679) 1.000
Baseball (19680) 1.500 **Post** at **Albany** (19681) 0.500
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at **South Africa** (19684) 1.000
Baseball (19685) 1.500 **Post** at **Albany** (19686) 0.500
at **Buffalo** (19687) 1.000 **Team** (19688) 1.500
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Baseball (19690) 1

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